



MB2-717^{Q&As}

Microsoft Dynamics 365 for Sales exam

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QUESTION 1

You need to be able to differentiate between customers who are up-to-date on their payments and customers who are delinquent. Delinquent customers need to be set to read only, while the rest should be available for read and write purposes.

Which two Microsoft Dynamics 365 status settings can you use to accomplish this goal? Each correct answer presents a complete solution.

- A. Qualified
- B. Delinquent
- C. Inactive
- D. Active

Correct Answer: A

QUESTION 2

You are using Microsoft Dynamics 365 to track competitors.

A user has closed an opportunity as lost but the user forgot to add the correct competitor in the process.

How should you instruct the user to ensure the correct competitor is tracked?

- A. Ask the user to open the opportunity, close record associated with the opportunity, and add the competitor.
- B. Ask the user to reopen the opportunity, and add the competitor association directly to the opportunity.
- C. Ask the user to reopen the opportunity, repeat the close process, and add the competitor during this process.
- D. Ask the user to change the competitor association on the opportunity record.

Correct Answer: A

QUESTION 3

You need to be able to export your data to Excel, edit in Excel, and then, once the edits are completed, update the records in Microsoft Dynamics 365 with your changes. Which two options require Microsoft Dynamics 365 for Outlook to refresh the data in Microsoft Dynamics 365? Each correct answer presents a complete solution.

- A. Export to Static Worksheet
- B. Export to Excel Online
- C. Export to Dynamic Pivot Table
- D. Export to Dynamic Worksheet



Correct Answer: A

QUESTION 4

You are using Opportunities, Quotes, and Orders in Microsoft Dynamics 365 to manage your sales process. You have created multiple revisions for a Quote. During this process, you have not updated the Opportunity.

The customer now confirms the Quote, and you close it as Won and choose to automatically close the Opportunity at the same time. Which statements about the Opportunity are true? Each answer represents part of the solution.

- A. The Opportunity is closed as Won. and has an Opportunity Close Activity and a Quote Close Activity in the Activities pane.
- B. The Actual Revenue on the Opportunity is populated with the amount from the Won Quote.
- C. The Opportunity Line Items have been updated to match the Won Quote.
- D. The Opportunity is closed as Won. and has an Opportunity Close Activity in the Activities pane as the only close activity.

Correct Answer: AD

QUESTION 5

You are a sales person for a large automobile dealership.

You created a lead within Microsoft Dynamics 365 for a potential customer who was interested in a current sales event at your dealership. The potential customer selected a new car but was unable to finance it due to bad credit The potential

customer has given up for the time being.

How should you modify the record to update it for this sales opportunity?

- A. dose as Lost
- B. dose as Won
- C. dose as Disqualified
- D. dose as Cancelled

Correct Answer: B

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