



# MB2-717<sup>Q&As</sup>

Microsoft Dynamics 365 for Sales exam

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### QUESTION 1

You are creating Word Templates for a customer using Microsoft Dynamics 365.

The customer needs a Word Template for the account entity and wants to merge data records related to the account

Which related records can be included in the Word Templates?

- A. only records related in N:1 and N:N relationships
- B. only records related in N:1 and 1:N relationships
- C. records related in 1:N, N:1, and N:N relationships
- D. only records in an N:1 relationship

Correct Answer: A

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### QUESTION 2

You are a project manager in charge of implementing Microsoft Dynamics 365 for a sales organization. You are creating a product catalog.

You have created a number of products, yet sales people are complaining that they cannot add these products to any invoices.

What must be done so that the sales people can add these products to their invoices?

- A. The products must first be added to an opportunity.
- B. The products must first be activated.
- C. The products must be placed into draft status.
- D. The products must first be included in a quote.

Correct Answer: A

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### QUESTION 3

You receive an email from a customer asking to discuss their need for some of the services and products your company offers. You need to track this conversation in Microsoft Dynamics 365 and manage this transaction. Which record should you use to manage this transaction?

- A. Quote
- B. Order
- C. Lead
- D. Opportunity



Correct Answer: A

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#### QUESTION 4

You are working with a sales division to better manage their sales processes by better utilizing the functionality of Microsoft Dynamics 365.

You recommend using Relationship Insights to better analyze customer-interaction data to improve sales efforts.

What are two features of Relationship Insights that can be used to accomplish this? Each correct answer presents a complete solution.

- A. Auto Capture
- B. Data Loader Service
- C. Relationship Assistant
- D. Sales Insights

Correct Answer: CD

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#### QUESTION 5

An organization uses goals aligned with fiscal periods.

The fiscal periods were never set up and will now need to be aligned with the organization's actual fiscal year and period. What will happen to the goal records that use the old fiscal period when the settings are updated?

- A. Goals will automatically set the date range to match the new fiscal periods.
- B. Goals will become inactive until they are manually aligned with the new fiscal periods.
- C. Fiscal periods cannot be changed when used by active goals. Deactivate the goals while adjusting the fiscal period.
- D. Goals will continue to run using the old fiscal periods. A user can manually update the goals if needed.

Correct Answer: A

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