



MB2-717^{Q&As}

Microsoft Dynamics 365 for Sales exam

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QUESTION 1

You are using Price Lists specific to campaigns.

A campaign has recently ended, and you deactivated the associated Price List

How are Opportunities, Quotes, and Orders with the campaign-specific price list affected by the deactivation?

- A. Those that already have the deactivated Price List can continue to use the Price List as normal.
- B. They will need to be manually updated with new the Price List when applicable.
- C. Only Opportunities can continue to work with a deactivated Price List. Quotes and Orders require an active Price List
- D. Orders require an active Price List All other types can continue to work if the Price List was added prior to deactivation.

Correct Answer: D

QUESTION 2

You want to review the status of the sales opportunities you have been working on for the past three months.

Which three system views allow you to review Won and Lost opportunities in Microsoft Dynamics 365? Each correct answer presents a complete solution.

- A. Closed Opportunities
- B. All Opportunities
- C. Top Open Opportunities
- D. My Open Opportunities
- E. Lost Opportunities

Correct Answer: AD

QUESTION 3

You want to add documents to records in Microsoft Dynamics 365.

You need the ability to search within the documents and associate documents with custom entities.

How should you approach this requirement?

- A. Recommend adding the documents as Word Templates, and associate them with the needed entities.
- B. Recommend setting up SharePoint integration, and enable it for the needed entities.
- C. Recommend adding the documents as Sales Literature



D. Recommend adding the documents as attachments for the relevant records.

Correct Answer: A

QUESTION 4

You are working with a company to implement Microsoft Dynamics 365 for their sales division.

The sales manager wants all sales people to have the ability to be alerted when a recipient opens an email that was sent to them.

Which component of Microsoft Dynamics 365 should you use to manage this ability?

- A. Email Engagement
- B. Auto Capture
- C. Relationship Assistant
- D. Folder Level Tracking

Correct Answer: A

QUESTION 5

After several weeks of negotiation with a customer, the customer decides to purchase ten
tor them.

You need to send a new quote to the customer while keeping records of the requested change. What should you do?

- A. Revise the quote, activate, and send the new quote to the customer.
- B. Close the quote as Lost. Create a new quote and send it to the customer.
- C. Create a new Opportunity, and send a new quote to the customer.
- D. Close the Opportunity as Lost create a new quote, and send it to the customer.

Correct Answer: A

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