TESTPASSPORT

練 習 問 題



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1年間無料アップデート

Exam : **MB2-713**

Title : Microsoft Dynamics CRM 2016 Sales

Version : Demo

1. Topic 1, Exam Set 1

You create a personal view.
You need to ensure that both you and a coworker can use the view.
What are two possible ways to achieve the goal? Each correct answer presents a complete solution.
A. Email the F etch xml file.
B. Share the view.
C. Email a link from the Advanced Find ribbon.
D. Assign the view.
Answer: BD

2.You have B Dynamics CRM organization that uses Microsoft Social Engagement
You need to analyze the sales pipeline and the Social sentiment to watch for social trends that affect sales.
What should you do?
A. Configure a link to CRM in Microsoft Social Engagement, and then build an interactive dashboard.
B. Build a dashboard that has a chart for the pipeline and a widget from Microsoft Social Engagement.
C. Build a multi-stream dashboard that has a global filter.
D. Configure a link to CRM in Microsoft Social Engagement, and then build a personal view.
Answer: B

3.You have a Dynamic CRM organization that has more than 700 active goals.
At the end of each year, your company reevaluates each goal.
You need to identify which value of the goals must be configured manually.
Which value should you identity?
A. Actual
B. target
C. Rollup Query - Actual
D. In-Progress
E. Rollup Query - In Process
Answer: B

4.You need to create a goal that will show the previous seven days of activity.
Which two actions should you perform? Each correct answer presents part of the solution.
A. close the goal after seven days.
B. Add a filter
C. Set the Goal period as a Custom Period.
D. Add a rollup field.
E. Add a rollup query.
Answer: AC

5.You work for a company named » Fabrikam, Inc.
Fabrikam is acquired by a company named Contoso, Ltd. Both companies have different fiscal year ends.
The sales team at Fabrikam will be required to use a new fiscal year end at the end of the current quarter.

The Dynamics CRM administrator at Fabrikam updates the Fiscal Year Settings immediately.
You need to ensure that reports on if>.- goals use the Fabrikam year and until the end of the quartet
What should you do?
A. Run the Align with Fiscal Period action immediately.
B. Recalculate the goals.
C. Run the Align w.th Fiscal Period action after the quarter ends.
D. Create new goals for the old fiscal period.
Answer: C