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From the quote, associate the quote to Opp2 Answer: C QUESTION 2You have an opportunity in Dynamics CRMA coworker requests some information regarding the progress or the opportunity. The coworker does not have access to CRM. You need to send spa iii< details aboui the opportunity to the coworker.What should you do first? A. Click Email a Link.B. Apply a Microsoft Word template.C. Add the coworker to the access team.D. Apply a Microsoft Excel template Answer: B QUESTION 3Yon have a Dynamics CRM organization.You have account records for three companies named Company1. Subsidiary 1, and Subsidiary2. Subsidiary 1 has Company1 as a parent account. Subsidiary2 has Subsidiary1 as a parent account.Subsidiary2 has an open opportunity of $S0O,0OO. There are no other open opportunities fof the three companies.You need to identify what open revenue will be displayed for the companies when you view the hierarchy.What should you identify? A. Company1: S5OO.000Subsidiary1: $0Subsidiary2: S50O.0OOB. Company1: $OSubsidiary1: SOSubsidiary2: $500,000C. Company1: $500,000Subsidiary1: $500.000Subsidiary2: $500,000D. Company1: $OSubsidiary1: $500.000Subsidiary1: $500.000 Answer: C QUESTION 4You have lead that has an open phone call activity. You qualify the load.You need to identify what occurs to the open phone call.What should you identify? A. The activity is canceled.B. The Regarding field of the activity is changed to the opportunity.C. The activity is completedD. The activity is displayed on the opportunity record. Answer: D QUESTION 5You 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. ActualB. targetC. Rollup Query - ActualD. In-ProgressE. Rollup Query - In Process Answer: B QUESTION 6You manager needs to view a collection of data records and a chart of the data records simultaneously. What should you instruct the manager to do? A. Define a view and add a chartB. Export the Fetch XML. and then import a chart.C. Run the Report Wizard.D. Create a personal report. Answer: C QUESTION 7Your company purchases a mailing list of purchasing managers at the companies in you area. Your contact the purchasing managers. You gather information about their budget and timelines. You conclude that their companies are a good fit for a product that you sell. You need to advance the sale and provide data for sales pipeline tracking to your sales managers.What should you do next? A. Add a lead to a marketing list.B. Generate a quote.C. Populate the Develop section of the lead business process flow.D. Qualify a lead. Answer: C QUESTION 8Your company wants to capture Dynamics CRM-related notes in Microsoft OneNote.You need to configure integration between OneNote and CRM.What should you configure before you can configure OneNote integration? A. Microsoft Yammer integrationB. server-based Microsoft SharePoint integrationC. Microsoft Social EngagementD. Microsoft Office 365 Groups Answer: B QUESTION 9You have a Dynamics CRM organization that has several currencies enabled. What occurs when a user creates a record that has a currency field? A. The currency is based on the sales territory of the user.B. The currency is based on the location of the user record.C. The currency is converted into the base currency and is always displayed in the base currency D. The system default currency is the record default, unless a customer has a default currency Answer: C QUESTION 10You are viewing the My Open Opportunities view.You need to update the Rating field for all of the records that have the field set to warm. Also, you must delete all of the values in the Probability field for all the records.What are two possible ways to edit the data? Each correct answer presents a complete solution. A. Export the data as a dynamic worksheetB. Export the data to a Microsoft Excel static worksheetC. Open the view in Microsoft Excel Online.D. Select the records and click Edit. Answer: BC !!! RECOMMEND !!! 1.Braindump2go|2017 Jan. New MB2-713 Exam Dumps (PDF & VCE) 55Q&As Download: http://www.braindump2go.com/mb2-713.html 2.Braindump2go|2017 Jan. New MB2-713 Study Guide: YouTube Video: YouTube.com/watch?v=Au7KkQ-ERQM