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2017 March Microsoft Official New Released MB2-713 Dumps in Lead2pass.com! 100% Free Download! 100% Pass Guaranteed! Lead2pass has updated the latest version of Microsoft MB2-713 exam, which is a hot exam of Microsoft certification. It is Lead2pass Microsoft MB2-713 exam dumps that give you confidence to pass this certification exam in first attempt and with maximized score. Following questions and answers are all new published by Microsoft Official Exam Center: http://www.lead2pass.com/mb2-713.html QUESTION 21Your company plans to deploy Dynamics CRM.In the previous sales database, you did not track productsMembers of the management team are evaluating whether to use the product catalog in the CRM organization. You need to identify which enhancements to the sales flow can be achieved by using the product catalog. What are two possible enhancements that you can identity? Each correct answer presents a complete solution. A. inventory management integrationB. automated sales pipeline velocity trackingC. automated revenue calculationD. automated quotes, orders, and invoicingAnswer: ADExplanation:A product catalog is a collection of products with their pricing information. The product catalog entities let you create a rich product classification system in Microsoft Dynamics CRM that provides support for:(A) Defining hierarchical structure of product families and products with configurable properties (attributes) that help you reduce the number of product stock keeping units (SKUs) needed tomaintain your product catalog.(D) Specify whether you want the price level (price list) to be automatically set for an opportunity, quote, order, or invoice based on the sales territory relationship of the user. Etc.Selling individual products or grouping them into bundles and kits. A bundle or a kit is a collection of products that is sold as single unit. Product bundling is useful in grouping products in a way that customers get more benefit from the full line of products or to offer discounts on bundled products.Defining multiple pricing and discounting models. You can also use custom pricing instead of the CRM system pricing to calculate prices when you associate a product or bundle to an opportunity, quote, order, or invoice. Further, you can select whether to apply discounts for products at the per-unit or line level.Defining related products in the system (substitute, cross-sell, up-sell, or accessory). The related products for a product are displayed as suggestions to the sales agents when they add the product to an opportunity, quote, order, or invoice.Specifying localized values for certain product properties (attributes) to make the product names and descriptions available in the user-preferred languages. https://msdn.microsoft.com/en-us/library/gg327997.aspx QUESTION 22You have an opportunity record.When you attempt to increase the Estimate Revenue field, you discover that the field is locked.You need to identify a possible cause of the issue.What should you identify? A. The products in the opportunity are write-in products.B. The estimated revenue exceeds the budget amount.C. The opportunity contains conflicting currencies.D. The method of revenue is system-generated. Answer: AExplanation:The Estimated Revenue field could be locked if the Opportunity record is set to calculate this based on products added to the Opportunity.Written in product means that you actually want to add to your opportunity/Quote/SalesOrder product which doesn't belong to any of pricelists.https://community.dynamics.com/crm/f/117/t/111511 QUESTION 23You are reviewing the sales pipeline of your Dynamics CRM organization. You need to identify which type of data is contained in the sales pipeline. What should you identify? A. the combined estimated revenue of all active quotes B. the combined estimated revenue of all open leadsC. the combined estimated revenue of all open opportunitiesD. the combined estimated revenue of all open orders Answer: CExplanation:Estimated Revenue: This field feeds the sales pipeline. Once an opportunity is won or lost, users can enter Actual Revenue.Probability: If required by your organization, you can enter any number between 0 and 100. Many organizations choose to customize Probability by creating a dropdown; thereby limiting the amount of entries. http://crmbook.powerobjects.com/basics/microsoft-dynamics-crm-sales-process/opportunities/ QUESTION 24You have a Dynamics CHM organization that uses folder tracking.You have a folder named Customers that is currently being tracked-Customers contains a folder for The main contact named Contact1.A new email message from Contact1 is delivered to your Inbox.You need to identity what will occur when you move the message to the Customer1 folder.What should you identify? A. An email activity will be created in CRM that has a connection to Customer1 and to Contact1B. An email act.v.Ty will be created in CRM that has a connection to Contact1 only.C. An email activity will be created m CRM that has a connection To Customer1 only. D. An email activity will be created in CRM that has the Set regarding field set to Contact1E. An email activity will be created in CRM rhat has the Set regarding field Set to Customer1 Answer: DExplanation:Any manual changes done to the regarding object in the tracked activity records in CRM will be overridden the next time server-side synchronization kicks in. For example, if you have set up a mapping between the Adventure Works folder and the Adventure Works account, all the emails in the Adventure Works Exchange folder will be tracked as activities in CRM with the regarding set to the Adventure Works account record. If you change the regarding to some other record, it will automatically be overridden the next time server-side synchronization occurs. To change the regarding for any email, move the email to a different folder such as the Inbox. https://technet.microsoft.com/en-us/library/dn946907.aspx QUESTION 25You 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 filterC. Set the Goal period as a Custom Period.D. Add a rollup field.E. Add a rollup query. Answer: CDExplanation:A Rollup Field has the following functions:The record on which goal is based.The attribute in the record which contributes towards the target set in the goalThe date type attribute which is compared against the timelines of the goal to decide if a record contributes towards this goal or not.The value of state/status that the record should have in order to be able to contribute towards a goal.https://blogs.msdn.microsoft.com/crm/2010/11/23/goal-management-behind-the-scenes/ QUESTION 26You Open the My Open Opportunities view,You need to export the data in the view, and then to reimport the data so that the existing records are updated.What should you do? A. Export the data as a dynamic Pivot Fable.B. Export the data as a Static worksheet.C. Export the data and select the Make available for re-import option.D. Export the data as a dynamic worksheet Answer: B QUESTION 27Your product line is expanding rapidly and you sale representatives often are unfamiliar with the full of list of applicable products for a customer. As such, your sales team often misses chance to upsell and sell related accessories. You identify what you can add to the product catalog to support upselling and cross-selling.What should you identify? A. a product discount listB. a product kitC. a product bundleD. a product familyE. a unit group Answer: CExplanation:When you're ready to sell a product or bundle, publish it to make it available to the sales agents so they can build orders or create opportunities orders for customers.Note: Cross-sell and Up-sell Product Suggestions Based on Product RelationshipsProduct suggestions are available for any product line items where product relationships have been defined. Click on the ?Suggestions? hyperlink to pick products suggested for up-sell, cross-sell, and substitutions or as accessories. The items picked are added as new product line items. https://www.microsoft.com/en-us/dynamics/crm-customer-center/publish-a-product-or-bundle-to-make-it-available-for-selling.aspx http://www.powerobjects.com/2014/09/18/product-catalog-enhancements-in-dynamics-crm-2015/ QUESTION 28You have an existing customer named customer1.You have a new add-on product for an existing product that you sell.You want to offer the add-on product to a customer who has purchased the existing product already.You need to track the sales initiative in Dynamics CRM.What should you do? A. Update the original opportunity record.B. Create a new opportunity record for the new offering.C. Create a sub-account for the new offering.D. Reopen the original opportunity record. Answer: A QUESTION 29Your Dynamics CRM organization uses Microsoft Yammer.You plan in enable integration with Yammer to replace the default CRM activity feeds.You need to identify which security rights are required to enable the integration.Which two security rights should you identify? Each correct answer presents part of the solution. A. Dynamics CRM administratorB. Dynamics CRM System CustomizerC. Yammer administratorD. Microsoft SharePoint administratorE. Microsoft Office 365 administrator Answer: ACExplanation:Yammer Prerequisites(A) Make sure you have the System Administrator security role or equivalent permissions in Microsoft Dynamics CRM.(C) You'll also need to have verified system administrator privileges for your organization's Yammer account, plus both the Write Organization and Configure Yammer privileges. If you're not an administrator, by default these privileges aren't available, and must be added.Before your organization can use Yammer in CRM, your organization needs to buy Yammer enterprise licenses.Install the most recent product updates for Microsoft Dynamics CRM.Meet browser and system requirements.https://technet.microsoft.com/en-us/library/dn850385.aspx QUESTION 30You need to create a quarterly goal to measure completed phone calls regarding open opportunities. Which three components should you use? Each correct answer presents part of the solution. A. a calculated fieldB. a goal metric that has the Amount metric typeC. a rollup fieldD. a rollup queryE. a goal metric that has the Count metric type Answer: ADE