



MB2-717^{Q&As}

Microsoft Dynamics 365 for Sales exam

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QUESTION 1

You are using Microsoft Dynamics 365.

You can find your disqualified leads but are unable to delete the ones you have chosen for deletion.

What do you need to do to delete the leads?

- A. Ask your system administrator to give you the security permissions to delete leads.
- B. Ask your system administrator to give you share permission to delete leads.
- C. Reactivate the leads, then delete them.
- D. Qualify the leads, and then delete them.

Correct Answer: A

QUESTION 2

You have been working with a potential customer for some company.

You need to disqualify the lead in Microsoft Dynamics 365.

time and learn that they are purchasing the product from another

When disqualifying the lead, which option should you select?

- A. Disqualify > Lost to competitor
- B. Disqualify > Lost
- C. Disqualify
- D. Disqualify > Reject Lead

Correct Answer: C

QUESTION 3

You are working with an organization that has extended its reporting in Microsoft Dynamics 365 with Power BI. The organization wants to use the Power BI dashboards and tiles inside Dynamics 365. Which two options are available? Each correct answer presents a complete solution.

- A. Once Power BI is enabled for the organization, a complete Power BI Dashboard can be added as a personal dashboard.
- B. Once Power BI is enabled for the organization, a Power BI tile can be added to a personal dashboard.
- C. A System Administrator can add a Power BI Dashboard in Microsoft Dynamics 365 on a system dashboard.



D. A System Administrator can add a Power BI tile in Microsoft Dynamics 365 on a system dashboard.

Correct Answer: BD

QUESTION 4

You are using Opportunities, Quotes, and Orders in Microsoft Dynamics 365 to manage your sales process. You have created multiple revisions for a Quote. During this process, you have not updated the Opportunity.

The customer now confirms the Quote, and you close it as Won and choose to automatically close the Opportunity at the same time. Which statements about the Opportunity are true? Each answer represents part of the solution.

- A. The Opportunity is closed as Won. and has an Opportunity Close Activity and a Quote Close Activity in the Activities pane.
- B. The Actual Revenue on the Opportunity is populated with the amount from the Won Quote.
- C. The Opportunity Line Items have been updated to match the Won Quote.
- D. The Opportunity is closed as Won. and has an Opportunity Close Activity in the Activities pane as the only close activity.

Correct Answer: AD

QUESTION 5

You are a sales manager.

You need to have a formal way for your sales staff to trade your competitor information against over the course of the year.

Which three areas in Microsoft Dynamics 365 allow you to track this information?

Each correct answer presents a complete solution.

- A. Opportunities
- B. Tasks
- C. Sales literature
- D. Cases
- E. Products

Correct Answer: BCD



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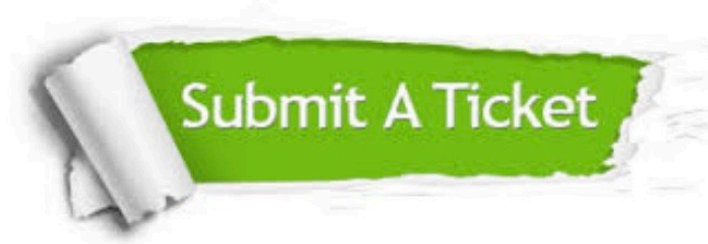
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