MB2-717 Q&As

Microsoft Dynamics 365 for Sales exam

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QUESTION 1

You are a sales manager for your company.

You want your sales people to be able to utilize data on their customers beyond the Microsoft Dynamics 365 application.

With which type of database can Relationship Assistant integrate in order for sales people to better manage their business relationships?

A. Exchange

B. Office Delve

C. SharePoint

D. SQL

Correct Answer: B

QUESTION 2

You are using Microsoft Dynamics 365 to sell products in different currencies. The currency exchange rates are updated on a regular basis.

You need to anticipate the impact of the exchange rates on your analytics and KPIs.

What are all the circumstances in which the money fields are updated according to the current exchange rate in Microsoft Dynamics 365?

A. When the exchange rate is updated, all active records with the changed currency are updated.

B. It is updated any time the record is updated in any way.

C. It is updated when the record is created, a money field is updated, or the status changes.

D. When the currency is added to a record, the exchange rate is set until the currency field is changed.

Correct Answer: C

QUESTION 3

You are a sales manager for your company.

In order to improve sales, you want Microsoft Dynamics 365 to analyze the daily actions and communications of your sales staff. In addition, you would like the analysis data to be used to remind your sales people of upcoming activities and

create actionable items to keep them focused.

Which feature of Microsoft Dynamics 365 performs these functions?

A. Auto Capture

B. Relationship Assistant

C. Email Engagement

D. Site Map Designer

Correct Answer: A

QUESTION 4

You have received an email from a person you met at a conference you recently attended.

The email mentions that their organization might be interested in the services provided by your organization.

You need to create a record for this person in Microsoft Dynamics 365 to be later set to the qualified status by your organization.

Which record type can be used to accomplish this goal?

A. Account

B. Opportunity

C. Lead

D. Contact

Correct Answer: B

QUESTION 5

An organization uses Microsoft Dynamics 365 for lead management

The organization wants to keep leads warm by contacting them weekly.

How should you help your users contact leads on a regular basis by using Relationship Insights?

A. Create a workflow on leads to remind the owner if there has been no activity for seven days.

B. Enable the Relationship Assistant on the card options for "No Activity with Lead." and change the "Days before notifyingTM" to 7.

C. Enable Email Engagement on the card options for No Activity with Lead," and change the "Days before notifyingTM" to 7.

D. Enable Relationship Insights with Relationship Analytics to show cards for leads with no activity.

Correct Answer: D

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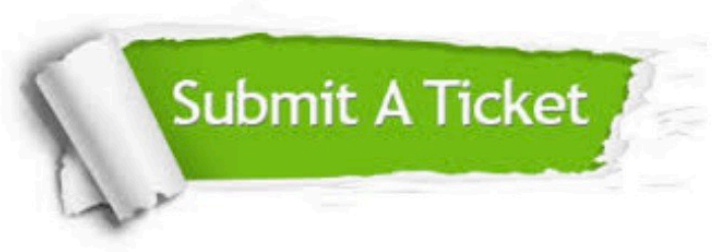

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