



# Microsoft

## Exam MB2-717

### Microsoft Dynamics 365 for Sales

Version: 8.0

[ Total Questions: 93 ]

### Topic break down

Topic	No. of Questions
Topic 1: Exam Pool A	50
Topic 2: Exam Pool B	43

## Topic 1, Exam Pool A

### Question No : 1 - (Topic 1)

You need to be able to export your data to Excel, edit in Excel, and then, once the edits are completed, update the records in Microsoft Dynamics 365 with your changes.

Which two options require Microsoft Dynamics 365 for Outlook to refresh the data in Microsoft Dynamics 365? Each correct answer presents a complete solution.

- A. Export to Static Worksheet
- B. Export to Excel Online
- C. Export to Dynamic Pivot Table
- D. Export to Dynamic Worksheet

**Answer: A**

### Question No : 2 - (Topic 1)

You are working on a sales opportunity for a maintenance company. You learn that the company has a new COO.

You need to quickly add this new person to the opportunity.

Which form should you use to capture this information in relationship to the opportunity?

- A. Quick Create Activity form
- B. Quick Create Campaign Response form
- C. Quick Create Lead form
- D. Quick Create Contact form

**Answer: B**

### Question No : 3 - (Topic 1)

An organization uses goals for tracking sales and opportunities in Microsoft Dynamics 365.

The organization wants to extend their sales and goals KPIs. and have created a calculated field on Opportunity for Weighted Revenue, based on Est. Revenue and Probability.

Now the organization wants to include weighted revenue in their goals.

Which options meet this customer's needs? Each answer represents a complete solution.

- A.** Edit the existing goal metric and change the in-progress value to point to the new weighted revenue held.
- B.** Add a new rollup query. In the query editor, include the weighted revenue field. Use the new rollup query in your goals.
- C.** Create a new goal metric and name it "Weighted Revenue." Add rollup fields for actual value, and use the weighted revenue held for the in-progress value.
- D.** Edit the existing goal metric for revenue, add a custom rollup field, and point it to the new weighted revenue field. Then, adjust the goal charts to also include the custom rollup field.

**Answer: A,B**

#### **Question No : 4 - (Topic 1)**

You are working with an organization that uses Microsoft Dynamics 365 and Microsoft Office 365. The organization communicates with their customers primarily via email.

The organization is struggling with getting emails tracked in Dynamics 365 on the right records, and emails are often not tracked at all.

Which feature should you recommend implementing to get visibility of untracked emails inside Dynamics 365 for relevant

- A.** Relationship Insights with Email Engagement
- B.** Relationship Assistant
- C.** Server-Side Synchronization between Microsoft Dynamics 365 and Exchange
- D.** Relationship Insights with Auto Capture

**Answer: D**

#### **Question No : 5 - (Topic 1)**

You are working with the default Opportunity form In Microsoft Dynamics 365.

Your sales manager has asked all sales staff to maintain best practices when managing sales and to enter as much information as possible.

You need to be able to add additional records and activities to the Opportunity without leaving the form.

What are two types of records you can add from within the Opportunity form? Each correct answer presents a complete solution.

- A. Invoices
- B. Credit Notes / Adjustment Notes
- C. Stakeholders
- D. Products

**Answer: A,C**

**Question No : 6 - (Topic 1)**

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

**Answer: B**

**Question No : 7 - (Topic 1)**

You are working with an organization that uses Microsoft Dynamics 365 for sales.

You want to show the sales personnel action carets with reminders for opportunity close dates, activities, reminders for emails that have not been responded to. and statistics on how often sent emails have been opened by recipients.

Which features should you implement in Dynamics 365?

- A. Relationship Insights with Auto Capture and Email Engagement
- B. Relationship Insights with Relationship Assistant and Email Engagement
- C. Relationship Insights with Relationship Analytics and Email Engagement
- D. Relationship Insights with Relationship Analytics and Relationship Assistant

**Answer: B**

**Question No : 8 - (Topic 1)**

You are using Microsoft Dynamics 365 for sales.

Your marketing department has given you a number of illustrated documents that explain how your product is superior to various competitors.

You have been tasked with adding this material to Dynamics 365 so the salespeople can use and email the material to their prospects, all from within Dynamics 365.

How should you complete this task?

- A.** Add the documents to SharePoint and set up the SharePoint integration with Dynamics 365.
- B.** Add the documents as sales literature, and associate them with the right competitors.
- C.** Add the documents as Email Templates associated with the opportunity entity.
- D.** Add the documents as attachments in the notes section for each competitor.

**Answer: B**

**Question No : 9 - (Topic 1)**

You are setting up a Product Catalog in Microsoft Dynamics 365 that has a series of products that have similar properties. When added to an Opportunity, the user should be required to make selections on these properties for the products. How should you set this up?

- A.** For each of the products, add the Product Properties.
- B.** Create a Price List add the Product Properties to the Price List and add the Products as price list items.
- C.** Create the Products, then create the Product Family, add the Product Properties to the family, and add the products to the family.
- D.** Create the Product Family, add the Product Properties, create the Products, and add the Family Hierarchy in the process.

**Answer: C**

**Question No : 10 - (Topic 1)**

You have recently been hired as a sales assistant for a new employer.

The company sales staff uses Microsoft Dynamics 365, and you must occasionally input data for them.

You want to use the CRM Help Center for assistance to perform these tasks.

Which two help sources are available for you? Each correct answer presents a complete solution.

- A. phone support
- B. training links
- C. online chat
- D. community blogs

**Answer: B,C**

#### **Question No : 11 - (Topic 1)**

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.

**Answer: B,D**

#### **Question No : 12 - (Topic 1)**

An organization manages their sales process and tracks their competitors on opportunities through Microsoft Dynamics 365. A sales executive requests a report on how they are performing against each of their competitors. Using only out-of-box capabilities, how should you get this report for the sales executive?

- A. On a view of opportunities, run the Pipeline Management Excel Template.
- B. Add the Power BI content pack for Sales Managers, and share it with the executive.
- C. Run the built-in Competitor Win/Loss report and send it to the sales executive.
- D. Create a dashboard with the chart editor and include the competitors' details, and share it with the sales executive.

**Answer: D**

### **Question No : 13 - (Topic 1)**

You work for an organization that uses Microsoft Dynamics 365 to quote prices to customers.

The organization wants to incentivize bulk purchases by offering discounts on purchases of larger quantities.

How should you offer bulk discounts?

- A. Create a Discount List and associate it with the Price List Item directly.
- B. Create a Discount List, and associate it with the Quote directly.
- C. Create a Discount List and associate it with the Product directly.
- D. Create a Discount List and associate it with the Price List directly.

**Answer: C**

### **Question No : 14 - (Topic 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.

**Answer: A**



**Question No : 15 - (Topic 1)**

Your sales manager has asked you to take over management of a sale for a customer that was managed by a previous employee.

You want to make sure everyone who views the Opportunity has full visibility to everything that has happened with the sale to this point and allow other staff to see that you are now managing the sale.

How can you meet these needs in Microsoft Dynamics 365?

- A. Email the new management information to everyone in the company.
- B. Delete the Opportunity and recreate it.
- C. Assign the record to yourself.
- D. Assign the record to a team.

**Answer: D**

**Question No : 16 - (Topic 1)**

An organization uses goals aligned with fiscal periods.

The fiscal periods were never set up and will now need to be aligned with the organization's actual fiscal year and period. What will happen to the goal records that use the old fiscal period when the settings are updated?

- A. Goals will automatically set the date range to match the new fiscal periods.
- B. Goals will become inactive until they are manually aligned with the new fiscal periods.
- C. Fiscal periods cannot be changed when used by active goals. Deactivate the goals while adjusting the fiscal period.
- D. Goals will continue to run using the old fiscal periods. A user can manually update the goals if needed.

**Answer: A**

**Question No : 17 - (Topic 1)**

You are a sales support specialist for a company that utilizes Microsoft Dynamics 365.

You are going through the many records of their current database and inputting this data into Microsoft Dynamics 365.

Which instance below would be created as an Opportunity record in Microsoft Dynamics 365?

- A. a person who calls into the company after receiving a mass mailing advertisement from your company
- B. a person who has prequalified for a mortgage and wants to utilize a real estate agent to look at property
- C. a person who signs a contract to purchase three cases of your product on a quarterly basis for 2 years
- D. a list of people supplied by a marketing research firm that matches your target market

**Answer: D**

### **Question No : 18 - (Topic 1)**

Based on a conversation with a potential customer, you think there may be a Lead record for the customer in Microsoft Dynamics 365.

You need to find the disqualified lead so that you can review the activity history on the lead.

Where are two places you can find this information? Each correct answer presents a complete solution.

- A. Disqualified Leads view
- B. Advanced Find
- C. Closed Leads view
- D. Leads Lookup view

**Answer: C,D**

### **Question No : 19 - (Topic 1)**

You are the sales manager for a company that utilizes Microsoft Dynamics 365.

Your sales department offers seasonal pricing on many of its products by using price lists which are then deactivated at the close of each season,

Which two outcomes occur as a result of deactivating these price lists? Each selection represents a complete answer.

- A. The prices are removed from the default price list field for all of the company's products.
- B. Any pre-existing opportunities associated with those price lists will continue to use them.
- C. Any existing sales transactional records will automatically be deactivated until a new

price list is created.

**D.** Any existing sales transactional records will automatically associate with the default price list.

**Answer: D**

**Question No : 20 - (Topic 1)**

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 notifying™" to 7.

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

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

**Answer: D**

**Question No : 21 - (Topic 1)**

You will be attending a conference, and you want to be able to capture information about the prospects you will meet. You need to be able to upload the lead information into Microsoft Dynamics 365 with the Import Data Wizard. Which two formats can you use? Each correct answer presents a complete solution.

**A.** comma-separated values (.csv)

**B.** compressed (.zip)

**C.** Excel 97-2003 Spreadsheet (.xls)

**D.** Access Database (.accdb)

**Answer: A,C**

**Question No : 22 - (Topic 1)**

You want to add documents to records in Microsoft Dynamics 365.

You need the ability to search within the documents and associate documents with custom entities.

How should you approach this requirement?

- A. Recommend adding the documents as Word Templates, and associate them with the needed entities.
- B. Recommend setting up SharePoint integration, and enable it for the needed entities.
- C. Recommend adding the documents as Sales Literature
- D. Recommend adding the documents as attachments for the relevant records.

**Answer: A**

**Question No : 23 - (Topic 1)**

A customer accepts a quote for 10 products sold by your organization. The customer agrees to pay for half of the total immediately and pay the other half once the products are received.

How do you track this transaction in Microsoft Dynamics 365 so the accounting department will understand the transaction?

- A. Create a new invoice that includes all of the items sold to the customer, and set the invoice to the Partial Fulfilled status reason.
- B. Create a new invoice that includes all of the items sold to the customer, and set the invoice to the Partial Paid status reason.
- C. Create a new invoice that includes half of the items sold to the customer, and set the invoice to the Complete Fulfilled status reason.
- D. Create a new invoice that includes half of the items sold to the customer, and set the invoice to the Complete Paid status reason.

**Answer: D**

**Question No : 24 - (Topic 1)**

You are a sales professional for an insurance company.

You have been working with a potential customer who was identified in Microsoft Dynamics

365 as an Opportunity. That customer has just signed a coverage agreement.

How should you now modify the status of the designated Opportunity record?

- A. close the opportunity as Lost
- B. delete the opportunity record, and create a customer record
- C. close the opportunity as Won
- D. delete the opportunity record, and create a contact record

**Answer: B**

**Question No : 25 - (Topic 1)**

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

**Answer: A**

**Question No : 26 - (Topic 1)**

You are The technical support specialist for a company that utilizes Microsoft Dynamics 365.

A new user calls the help desk complaining that every time they try to create a record, they are being denied the ability to The user states that some type of error is displayed as well.

What would cause this error?

- A. The user cannot create records using the Outlook client
- B. The user failed to populate at (east one required field.
- C. The user is using Dynamics 365 Business Edition father than Enterprise Edition.
- D. The user cannot input more than 250 characters into a single line of text field.

**Answer: A**

**Question No : 27 - (Topic 1)**

You are a sales person working in the Microsoft Dynamics 365 web interface

You want to create a view that you can use to segment your active customers by area, based on their physical address.

Which three steps must be followed to set up a personal view that you can use without having to create it each time? Each correct answer presents part of the solution.

- A. Use Advanced Find to search both Accounts and Con
- B. Save your query, and give it a name.
- C. Export the query to Excel, and import it every time ydu need to use it
- D. Use Advanced Find to search for alt Account records that are active.
- E. Use Advanced Find to filter the records, based on the\*r ZIP/Post code.

**Answer: B,C**

**Question No : 28 - (Topic 1)**

You have been communicating with a lead for two weeks, and now you have determined that you are in a good position to move forward on your sales process. You have decided to qualify the lead.

When qualifying the lead, what happens next in your standard sales process?

- A. An order is created.
- B. An opportunity is created.
- C. An invoice is created.
- D. A quote is created.

**Answer: D**

**Question No : 29 - (Topic 1)**

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.

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