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<http://www.lead2pass.com/mb2-713.html> QUESTION 51 For which two entities does Microsoft Dynamics CRM create a default queue when the entity is created? (Choose TWO) A. Opportunities B. Activities C. Cases D. Users E. Teams Answer: DE
QUESTION 52 Which action is possible directly from the All Contracts view? A. Delete an active contract by using the Delete button. B. Delete a canceled contract by using the Delete button. C. Set an on-hold contract to Active by using the Release Contract button. D. Set an on-hold contract to Active by using the Activate button. Answer: D
QUESTION 53 Which of the following statements about marketing lists are true? (Choose all that apply.) A. Static marketing lists cannot be locked. B. You can copy a dynamic marketing list to a static marketing list. C. One dynamic marketing list can contain accounts, contacts, and leads. D. You can add members to a static marketing list by using an Advanced Find query. E. You can remove members from a dynamic marketing list by using an Advanced Find query. Answer: DB
QUESTION 54 You need to schedule a phone call to a group of Accounts and Contacts, followed three days later by an email message. What should you do? A. Create one quick campaign. B. Create two quick campaigns. C. Create one campaign with one marketing list. D. Create one campaign with two marketing lists. Answer: D
QUESTION 55 You are creating a discount list. Which two types of discounts can you create? (Choose TWO) A. Unit B. Base C. Formula D. Amount E. Percentage Answer: DE
QUESTION 56 You have four opportunities to sell a product to customers who are located on the same street. You need to ensure that the opportunities are related. What should you do? A. Include the same note in all four opportunities. B. Apply a custom connection role. C. Include all four opportunities in one goal. D. Send one email message to which each customer is copied. Answer: D
QUESTION 57 You open the My Open Opportunities view. You need to export the data in the view, and then import the data so that the existing records are updated. What should you do? A. Export the data as a dynamic PivotTable. B. Export the data as a dynamic worksheet. C. Export the data and select the Make available for re-import option. D. Export the data as a static worksheet. Answer: D
Explanation: The full list of data export options available with CRM 2015 Update 1 includes: Static Worksheet/Open in Excel Online Static Worksheet on Page Dynamic Worksheet Dynamic PivotTable The first three options provide the ability to import the exported file back, making the process of CRM data modifications even more streamlined. Incorrect Answers: A: Dynamic PivotTable does not support re-import. B: If we want to allow for updates we cannot choose a static worksheet. C: One of the most exciting changes in the redesigned CRM Data Export and Data Import is the ability to export CRM data in Excel format and re-import it back. Now, every export file brings the GUIDs associated with CRM records, and users can bulk edit and re-import the data back if required. Previously, CRM could only import data that was marked for data reimport. CRM is now intelligent enough to recognize the GUIDs of exported records and match them automatically when data is re-imported back to CRM.

<http://www.powerobjects.com/2015/09/18/10-data-export-and-import-redesign-features-in-dynamics-crm-online-2015-update-1/>
QUESTION 58 You have a new policy at your company which states that you must track competitors to whom you lost opportunities. What should you do? A. From the opportunity, click Close As Lost, and then click OK. Open the opportunity record, and then specify the competitor. B. From the opportunity, click Close As Lost, specify the competitor, and then click OK. C. From the opportunity, click Close As Lost, and then click OK. Locate the opportunity close activity, and then modify the activity. D. From the opportunity, specify a competitor, click Close As Lost, and then click OK. Answer: A
QUESTION 59 You have an opportunity for a customer named Contoso. You are ready to offer a quote. You know that a competing company submitted a quote to Contoso for the same product. You need to track information about the competing company. What are two possible ways to achieve the goal? Each correct answer presents a complete solution. A. Add the competitor to the quote. B. Add the competitor to the account. C. Add the competitor to the products. D. Add the competitor to the opportunity. Answer: AD
QUESTION 60 One of your top-selling products is now available in multiple colors. You need to make the color choices available to sales representatives for use in quotes and orders. What should you do? A. Update the unit group. B. Clone the product for each color. C. Revise the product and update the description. D. Add a property option set item. Answer: C
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