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QUESTION 61 You have a Dynamics CRM organization. A manager wants to share data with an external consultant by using a dynamic PivotTable. You need to tell the manager what to do before the external consultant can access the data in the PivotTable. What should you instruct the manager to do first? A. Add Share access to a security role. B. Assign a license. C. Add Append To access to a security role. D. Assign a view. Answer: A

QUESTION 62 You have a lead for a potential business customer with whom your company has never done business. You need to identify which types of records are created automatically when you qualify a lead for the new business customer. Which three record types should you identify? Each correct answer presents part of the solution. A. opportunity B. quote C. contact D. appointment E. account Answer: ABC

QUESTION 63 Your sales department is being restructured. As a result, the sales metrics must be adjusted. Currently, you have three tiers of parent-child goals. Under the new model, you will have only two tiers of goals. There are more than 500 child goals. You delete the middle tier of goals. You need to identify how the deletion will affect the child goals. What should you identify? A. The child goals will be deleted. B. The Parent Goal field of the child goals will be cleared. C. The Parent Goal field of the child goals will be set to the top tier parent goal. D. The child goals will be canceled Answer: B

QUESTION 64 You have an opportunity that was generated from a lead. The opportunity has several associated email, task, and phone call activities. What will occur if you delete the opportunity record? A. The associated lead record, and email, task, and phone call activities will be deleted. B. The lead will remain qualified. The associated email, task, and phone call activities will be deleted. C. The lead will revert to being unqualified. The associated email, task, and phone call activities will be deleted. D. The lead will revert to being unqualified. The associated email, task, and phone call activities will be associated to the lead Answer: C

QUESTION 65 You need to locate the record of a person named Ben Smith. You are uncertain whether Ben Smith is in Dynamics CRM as a contact. What can you use to locate the record? A. a system view B. Quick Find C. a custom grid D. Advanced Find E. a personal view Answer: E

QUESTION 66 You have a Dynamics CRM organization that uses Microsoft SharePoint for document management. From CRM, you upload a document to a SharePoint library. You need to provide a user named User1 with access to the document. What should you do? A. Request that a CRM administrator add a role to User1. B. Request that a CRM administrator assign a license to User1. C. Request that a SharePoint administrator modify the permissions of the document library. D. Request that a SharePoint administrator modify the connection between SharePoint and CRM. Answer: B

QUESTION 67 You need to provide a report that displays information from Dynamics CRM and another cloud application. What should you use? A. a CRM dashboard B. Microsoft Power BI C. a CRM chart D. immersive Excel Answer: C

QUESTION 68 You are creating a new opportunity record. The record for the associated contact does not exist yet. How should you create the associated contact? A. Close the opportunity form. Create a new contact, and then click Connect. B. Close the opportunity form. Create a new contact, and then click Assign. C. From the opportunity, click Quick Create from the navigation bar. D. From the opportunity, click Contact, select New, and then use the Quick Create form. Answer: C

QUESTION 69 The sales representatives in your company have individual goals by region. You need to create child goals for each sales representative. You must create one child goal for each region that the sales representative manages. What should you configure on the child goals? A. a goal metric B. a Rollup field C. a Calculated field D. a rollup query Answer: D

QUESTION 70 You have a product named Product1 that you add to an opportunity. To win the sale, your manager authorizes you to give a customer special pricing for Product1. You need to ignore the product's list price and to enter a price. What should you use? A. the Clone option from the product B. the Pricing Method option from the list C. the Override Price option from the opportunity D. the Product Properties from the product Answer: A

QUESTION 71 You have two price lists described as shown in the following table. You create an opportunity that uses Pricelist1. The opportunity contains line items for Product 1 and Product 3. You add a write-in product named Product 5 that has a price of \$8. You change the opportunity to use Pricelist 2, and then you add Product 2. You need to identify which products are listed in the opportunity. What should you identify? A. Product 1 with a price of \$15 Product 2 with a price of \$20 Product 3 with a price of \$10 Product 5 with a price of \$8 B. Product 1 with a Price of \$15 Product 2 with a price of \$20 Product 5 with a price of \$8 Product 3 removed C. Product 1 with a price of \$10 Product 2 with a price of \$20 Product 3 with a price of \$10 Product 5 with a price of \$8 D. Product 2 with a price of \$20 Product 5 with a price of \$8 Product 1 and Product 3

removed Answer: A QUESTION 72 While at the airport, you meet the purchasing manager for a local grocery store chain. The purchasing manager complains about a product. You realize that the grocery store chain might benefit from a product that you sell. Before departing, you exchange business cards. You need to track the information from the business card and the conversation by using Dynamics CRM. Which type of record should you create? A. task B. quote C. lead D. opportunity Answer: B

QUESTION 73 You create a personal dashboard that tracks important sales information. Your manager wants all of the users in the company to use the dashboard. You need to recommend a method to make the dashboard available to all of the users. The solution must minimize effort. What should you recommend? A. Export the definitions of the dashboard components, and then import the components. B. Ask an administrator to recreate the dashboard as a system dashboard. C. Ask an administrator to share the dashboard with all of the users. D. Edit the properties of the dashboard, and then assign the dashboard. Answer: C

QUESTION 74 You have a Dynamics CRM organization that is configured to use Microsoft SharePoint server-based integration for document management. You need to identify which two components that can be integrated with CRM require SharePoint server-based integration. Which two components should you identify? Each correct answer presents a complete solution. A. Microsoft Yammer B. Microsoft OneDrive for Business C. Microsoft Office Graph D. Microsoft Social Engagement E. Microsoft Dynamics Marketing Answer: BD

QUESTION 75 Recently, you lost several opportunities to the same competitor. You want to start tracking lost opportunities. You need to identify what information about the competitor can be retrieved from Dynamics CRM. What two pieces of information should you identify? Each correct answer presents a complete solution. A. the opportunities at risk to the competitor B. the projected revenue of the competitor C. the value of each opportunity lost to the competitor D. the stakeholders of the competitor Answer: AB

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