PASS4SURES.COM

A Composite Solution With Just One Click

Microsoft

MB2-707 PRACTICE EXAM

Microsoft Dynamics CRM Customization and Configuration

Total Questions: 90

Question: 1

In Microsoft Dynamics CRM, you create a custom Event entity tor storing events and a custom Event Type entity for storing possible Event Types for events.
You want to store one or more of these Event Types in an Event.
What should you create?

A. a native N:N relationship between Event and Event Type
B. a Lookup attribute in the Event entity
C. a Multiple Lines of Text attribute in the Event entity
D. an Option Set attribute in the Event entity

Answer: B

Question: 2

You create a connection from Account1 to Account2 and select Referred To as the role.
You want the connection from Account2 to say Referred From. What should you do?

A. Modify the Connection Role for Referred To so that it can only be between the record type of Account.
B. Create workflow that will create a matching Connection with the Role of Referred From whenever a new Referred To connection is created.
C. Modify the Connection Role for Referred To, and add a new matching connection role named Referred From that also applies to the Account.
D. Create a dialog that the user must run to create the Connection, which prompts the user to enter both sides of the connection role.

Answer: C

Question: 3

You add 20 new fields to the Lead entity in Microsoft Dynamics CRM. You also add these fields to the Account record.
You use the Generate Field Mappings feature to create the mappings between the Lead and the Account.
Which two options does Dynamics CRM check to create the mappings? Each correct answer presents part of the solution. Choose two.

A. Field types
B. Schema names
C. Display names
D. Values on option sets

Answer: A, B

Question: 4

You want to customize Microsoft Dynamics CRM by adding several former vendors from the account as well as the time span of the business relation between the account and these vendors.
What should you do?

A. Add an N:N-relation between accounts and competitors.
B. Add a manual N:N-relation between accounts and competitors, and remove the Name property of the manual intersect entity.
C. Create a connection role named former vendor, and ensure the competitor and account record type are selected.
D. Add an N:l-relation between accounts and competitors.

Answer: B

Question: 5

You are creating a custom event entity to track trade shows. You want to associate multiple accounts with multiple events, and you want to store additional field values about the account's involvement in the event, such as number of attendees from the account.
How should you configure this relationship in Microsoft Dynamics CRM?

A. Create a native N:N relationship between account and event Add the additional fields to the account entity.
B. Create a manual N:N relationship between account and event. Add the additional fields to the relationship entity.
C. Create a 1;N relationship between event and account Add the additional fields to the event entity.
D. Create a native N:N relationship between account and event Add the additional fields to the event entity.

Answer: B

Question: 6

A user assigns an account to a specific user in Microsoft Dynamics CRM.
What are two effects of the default Parental Relationships between Account and Task and between Account and Email? Each correct answer presents a complete solution. Choose two.

A. All tasks and emails related to this account via the to attribute are also assigned to this user.
B. All tasks and emails related to this account via the to attribute are also shared to this user.
C. All tasks and emails related to this account via the regarding attribute are also shared to this user.
D. All tasks and emails related to this account via the regarding attribute are also assigned to this user.

Answer: A, D

Question: 7

You need a component that can combine form controls together with the possibility to expand and collapse them.
Which component should you choose?

A. sub-grid
B. section
C. Quick View form
D. tab

Answer: D

Question: 8

You want to show values from a related entity in a form in Microsoft Dynamics CRM.
Which two components can you use to display values in a sub-grid? Each correct answer presents a complete solution. Choose two.

A. dashboard
B. list
C. chart
D. report

Answer: B, C

Question: 9

All users in your organization share a security role named Contoso Employee. The only current Account form is assigned to that role and is configured as a fallback. The marketing team has an additional security role named Contoso Marketing, and your support team has an additional security role named Contoso Support.
You need to create a new form for the marketing team.
You have the following requirements:
The form must be the only form available to the marketing team.
The support team must have access to this new form and the current form.
What should you do?

A. Assign the new form to Contoso Marketing and Contoso Support. Then remove Contoso Employee from the current form, and assign Contoso Support to it
B. Assign the new form to Contoso Support and Contoso Marketing, and remove Contoso Employee from the current form.
C. Assign the new form to the Contoso Marketing secunty role, and configure it as the fallback. Then remove Contoso Employee from the current form.
D. Assign the new form to Contoso Marketing, and configure it as the fallback. Then add Contoso Support to the current form after removing Contoso Employee.

Answer: A

Question: 10

You want to display information about a parent record within the form of a child record.
You need to customize a Quick View form.
Which two option are available to you? Each correct answer presents a complete solution. Choose two.

A. choosing from one section only
B. adding multiple tabs
C. adding multiple sections
D. choosing from one tab only

Answer: C, D

Question: 11

You are developing a Microsoft Dynamics CRM solution for a company. Your solution utilizes an HTML Web Resource on the Account form.
Company employees use Microsoft Dynamics CRM Mobile client for iPad, Android, and Windows.
How will this environment affect the user experience?

A. The users will not be able to view the Web Resource and will need to use the desktop client instead.
B. The users can view the Web Resource, as long as it is within one of the first five tabs of the default form.
C. The users will have to download and install an update rollup in order to view the Web Resource.
D. The users will not be able to use the Web Resource until their security role is updated with ISV Customizations privileges.

Answer: A

Question: 12

You need to populate the Opportunity type with the Lead type.
Which two actions should you perform? Each correct answer presents part of the solution. Choose two.

A. Create a global option set field that can be reused across entities.
B. Add this field to the mappings in the relationship,
C. Create two different fields that have the same value, and set up a connection.
D. Create one local option set with a field type of lookup to the entity.

Answer: A, B

Question: 13

You want to add a drop-down list control on a form to present a fixed list of choices to the user.
Which Data Type should you use?

A. Lookup
B. Option Set
C. Picklist
D. Multiple Lines of Text

Answer: B

Question: 14

You add a Roll up field to the Microsoft Dynamics CRM Account entity to calculate the sum of related Opportunity Estimated Revenue.
How frequently will Dynamics CRM automatically recalculate the Rollup field?

A. Once every 12 hours
B. Once every four hours

C. Once a day
D. Once an hour

Answer: D

Question: 15

You create several additional attributes in Microsoft Dynamics CRM.
Which two field requirement levels can be set? Each correct answer presents a complete solution. Choose two.

A. Business Required
B. System Recommended
C. System Required
D. Business Recommended

Answer: A, D

Question: 16

You are creating a solution in Microsoft Dynamics CRM that has new custom entities and attributes.
Which two Data Types are supported for Calculated fields? Each correct answer presents a complete solution. Choose two.

A. Lookup
B. Option Set
C. Two options
D. Multiple Lines of Text

Answer: B, C

Question: 17

You customize Microsoft Dynamics CRM for a customer. Your customer has the following requirements for custom attributes:
Users should not be able to add filters for this field in Advanced Find.
The fields should be available when customizing views.
What should you do?

A. Remove the attribute from the Find Columns list of the Lookup view.
B. Remove the attribute from the Find Columns list of the Quick Search view.
C. Create a business rule to prevent the use of this attribute in Advanced Find.
D. Change the Searchable option to No.

Answer: D

Question: 18

You are a Microsoft Dynamics CRM consultant. You are assigned a new implementation.
Before you configure the customer's environment you want to set the Option Value Prefix for your solution.

In which location do you set the Option Value Prefix?

A. system settings
B. the Option Set
C. your solution
D. The publisher of your solution

Answer: D

Question: 19

You are customizing Microsoft Dynamics CRM.
Which two customization components should you publish after performing the update? Each correct answer presents part of the solution. Choose two.

A. Application ribbon
B. Reports
C. Charts
D. SiteMap

Answer: A, D

Reference: https://technet.microsoft.com/en-us/library/dn531193.aspx#BKMK_PublishingCustomizations

Question: 20

You are an independent software vendor.
You want the custom entities and custom attributes distributed by your solution to have the prefix "contoso_".
What should you do?

A. Create new entities and attributes, and define the prefix as "contoso_".
B. Create a new publisher, and define the publisher's prefix as "contoso".
C. Create a new solution, and define the solution's prefix as "contoso_".
D. Open the System Settings, and change the prefix of the organization to "contoso_".

Answer: B

Question: 21

You intend to use the following three environments when you customize Microsoft Dynamics CRM:
Sandbox
Staging
Production
Each environment represents a stage in the promotion of your work.
You need to transfer custom entities and fields between these environments.
Which mechanism should you use?

A. data import feature
B. Plug-in Registration tool

C. Web Service Configuration Settings
D. CRM Solution files

Answer: D

Question: 22

You are customizing Microsoft Dynamics CRM. You modify a sub-grid on the Account form to display field changes to a view from the Contact entity.
You publish the changes to the Account entity and then add all of the necessary components to a solution. You export the solution from the development environment, import it into the production environment and publish all changes.
Users report that they cannot see the changes made to the sub-grid view on the Account form.
Which two actions would have prevented this problem? Each correct answer presents a complete solution. Choose two.

A. Creating the new solution as a managed solution before exporting from the development environment
B. Publishing all components before exporting the solution from the development environment
C. Publishing the contact entity before exporting the new solution from the development environment
D. Scheduling the import and publishing of the solution in production to prevent it from disrupting normal system operation

Answer: B, C

Question: 23

You need to configure a new chart for the sales team by using the chart designer tools in the user interface.
Which two designs can you configure? Each correct answer presents a complete solution. Choose two.

A. The colors that will be used when the chart is displayed
B. The records the chart will include
C. The entity that contains the data you want to display
D. The chart type that will provide the best display for the type of data

Answer: C, D

Question: 24

A user from the sales team is transitioning into the service department. The user has both Sales Representative and Customer Service Representative security roles.
The user's default pane and default dashboard need to be set.
What should you do?

A. Change the user's Business Unit to Customer Service, and then have the user set the default pane and dashboard in the user options.
B. Locate the user's desired pane and dashboard in the Default Solution components, and set it as the default.
C. Recommend that the user set the default pane in the user options, open the desired dashboard, and set the dashboard as the default
D. Locate the user's desired dashboard, and enable security roles for it. Assign the Sales Representative role to the dashboard.

Answer: A

Question: 25

You are a Microsoft Dynamics CRM specialist for an organization. The marketing and sales teams at the organization exist within different business units.
Your organization decides that a marketing employee's personal chart could be very useful to the sales team.
You need to distribute this chart to the sales team but not to the marketing team. No users currently have privileges to create personal charts.
What should you do?

A. Share the chart with the sales team.
B. Copy the chart by using Save As, and assign the copy to the sales team business unit.
C. Export the chart and distribute the file to sales team users.
D. Convert the chart into a system chart.

Answer: A

http://blog.crmguru.co.uk/2015/02/05/special-privileges-in-crm-security-roles/

Question: 26

You are creating charts for a dashboard in Microsoft Dynamics CRM.
Which three types of charts can you use for multi-series charts? Each correct answer presents a complete solution. Choose three.

A. Column
B. Pie
C. Funnel
D. Line
E. Area

Answer: A, D, E

Question: 27

You are a customer service manager. You create a personal dashboard that contains one system chart and two personal views.
You need to make this dashboard available to the rest of the organization.
What should you do?

A. Assign a security role to your dashboard, and then assign the security role to the rest of the users or teams in the organization.
B. Convert the personal dashboard to a system dashboard, and then publish it.
C. Share your personal dashboard and the two personal views with the rest of the users or teams in the organization.
D. Add your personal dashboard to a Solution and export it Re-import it as a system dashboard.

Answer: C

Question: 28

You are a Microsoft Dynamics CRM consultant for a small business.
Your client asks you to create a custom entity named Event Type. This entity needs to support business process flows, notes, document management and offline capability for Dynamics CRM for Outlook.
Which two custom entity options in you solution cannot be disabled after they are enabled? Each correct answer presents a complete solution. Choose two.

A. Offline capability for Dynamics CRM for Outlook
B. Document management
C. Notes
D. Business process flows

Answer: C, D

Question: 29

You are creating a custom entity named Transaction. This entity needs to be an available activity that you can create from the contact entity.
What should you do to configure the entity?

A. Create a 1:N relationship between the contact and transaction entities.
B. Check the Display inactivity menus check box on the transaction entity customization form.
C. Check the Define as an activity entity check box on the transaction entity customization form.
D. Check the Activities check box on the transaction entity customization form.

Answer: C

Question: 30

You are creating a custom entity.
Which two Primary Field properties can be changed when the entity is created? Each correct answer presents a complete solution. Choose two,

A. Maximum Length
B. Schema Prefix
C. Field Requirement
D. Data Type

Answer: A, C

Question: 31

You are customizing Microsoft Dynamics CRM.
What should you do before you delete a custom entity?

A. Delete the shares for records of this entity.
B. Check whether the entity has any component dependencies.

C. Remove the entity ownership.
D. Remove the entity from any security role.

Answer: B

Question: 32

You are customizing Microsoft Dynamics CRM.
You want to create a new custom entity Project You need to be able to assign owner teams to it.
Which ownership type should you use?

A. Access team
B. Organization
C. Owner team
D. User or team

Answer: D

Question: 33

You want users to be able to access a custom entity from Microsoft Dynamics CRM for Tablets.
Which two actions should you perform? Each correct answer presents part of the solution. Choose two.

A. Add the entity to at least one SiteMap area.
B. Create a new form to Mobile.
C. Enable the CRM for Tablets check box.
D. In Managed Properties, set New forms can be created to Yes.

Answer: A, C

Question: 34

You are creating a new business process flow for a custom Event entity.
You create the new process and select business process flow from the Category list but you cannot find the Event entity in the Entity list.
What should you do?

A. Activate the new business process flow to refresh the Entity list
B. Save the new business process flow to refresh the Entity list.
C. Configure the entity to display in the Settings area, and then publish it
D. Configure the entity to enable business process flows, and then publish it

Answer: D

Question: 35

When the annual revenue on an account reaches more than $5 million, you want the category on the account to change to Preferred customer.
You need to create a business rule to achieve this goal.

Which two actions should you perform? Each correct answer presents part of the solution. Choose two.

A. Create a condition where Annual Revenue is greater than value: 5,000,000.
B. Add a step to update the record with the category of Preferred Customer.
C. Create a scope where Annual Revenue is greater than 5,000,000.
D. Create an action to set the category to Preferred Customer.

Answer: A, D

Question: 36

You are configuring a sales process in Microsoft Dynamics CRM.
The sales process needs to have an additional stage if the probability field value is greater than 50%.
Which three actions should you perform? Each correct answer presents part of the solution. Choose three.

A. Add a branch rule to define the condition that should display the high probability stage.
B. Add a stage to the branch for the high probability opportunity condition.
C. Create a business process flow for your sales process.
D. Create a business rule to conditionally switch between business process flows if the probability is greater than 50%.
E. Create a second business process flow for the high probability opportunities.

Answer: A, B, C

Question: 37

You need to create and save a business rule.
Which component is required?

A. formula
B. property
C. description
D. action

Answer: D

Question: 38

You are creating a new business rule.
You need to ensure that the Actions you add to the rule are required to happen on all forms, including the Quick Create form.
What should you do?

A. Add a condition to the business rule that it must apply to all forms.
B. Set the Scope field on the business rule to All Forms.
C. Use a formula on the business rule to specify the number of forms.
D. Under set field value, set the value to All Forms.

Answer: B

Question: 39

You are configuring user access in Microsoft Dynamics CRM.
You need each account to have a unique group of people who have write permissions to the account.
What should you do?

A. Have Dynamics CRM automatically create access teams for each record, and manually share the account with the appropriate
B. Create an owner team, and assign the accounts to the owner team.
C. Create an access team template, and add to the account form a sub-grid that references the access team template.
D. Manually create an access team record for each account and assign the account to the access team.

Answer: D

Question: 40

You are creating a security role in Microsoft Dynamics CRM.
You want users with the role to be able to add notes to cases.
Which two privileges should you add to the role? Each correct answer presents part of the solution. Choose two.

A. Append privilege on cases
B. Append privilege on notes
C. Append To privilege on cases
D. Append To privilege on notes

Answer: B, C

Question: 41

An organization acquires your company.
You need to change the root business unit in Microsoft Dynamics CRM.
What should you do?

A. Rename the root business unit with the new company name.
B. Create a new business unit and reassign it as the root business unit.
C. Rename the organization in the System Settings.
D. Create a new business unit and re-parent the original root business unit

Answer: A

Question: 42

You are adding a Personal Identification Number field to the contact entity.
Users should be able to add data to this field when a contact record is created but should not be able to read or modify it after the contact is created.
Which two actions should you perform? Each correct answer presents part of the solution. Choose two.

A. Enable field security on the Personal Identification Number field customization.
B. In the users' Security Role, grant an Organization level Create permission for the Contact entity.

C. In the field security profile for the users, set the Personal Identification Number Create permission to Yes, the Update permission to Yes, and the Read permission to No.
D. In the field security profile for the users, set the Personal Identification Number Create field permission to Yes, the Update permission to No, and the Read permission to No.

Answer: A, D

Question: 43

You create a new solution for your company in Microsoft Dynamics CRM.
At which three levels can you configure auditing? Each correct answer presents a complete solution. Choose three

A. User
B. Attribute
C. Business unit
D. Entity
E. Organization

Answer: B, D, E

Question: 44

You have a System View that contains all active accounts. You want a similar view that also includes inactive accounts.
You need to create a copy of the System View.
What should you do?

A. While viewing the System View, select Save As, and give the new view a name.
B. When viewing the list of System Views for the Accounts, select Copy View, and give the copy a name.
C. While editing the System View, select Save As, and give the new view a name.
D. While editing the System View, select Copy View, and give the copy a name.

Answer: C

Reference: https://technet.microsoft.com/library/dn509578.aspx

Question: 45

You are editing the Open Leads system view.
You need to modify it so that it includes Business Phone and Mobile Phone.
What should you do?

A. Use the arrows to determine where the Business Phone and Mobile Phone should be located. Click Add Columns to insert the columns in that position.
B. Use Add Columns to add the Business Phone and Mobile Phone. Click View Properties to set the column position's numeric value.
C. Use Add Columns to add the Business Phone and Mobile Phone, and then use the arrows to arrange the new fields as desired.
D. Use Add Columns to add the Business Phone and Mobile Phone, and then use Configure Sorting to modify how the columns are sorted.

Answer: C

Question: 46

A salesperson reports that quick find searches on accounts are taking too long.
Which two best practices should you suggest to the salesperson? Each correct answer presents a complete solution. Choose two.

A. Add a find field to the view.
B. Ensure there is not an asterisk (*) at the beginning of the search term.
C. Ensure there is an asterisk (*) at the beginning of the search term.
D. Create a personal view.

Answer: B, D

Question: 47

You need to delete a custom Public View from the System View area in Microsoft Dynamics CRM so that the Public View does not appear to any users.
Which two preliminary actions should you perform? Each correct answer presents a complete solution. Choose two.

A. Ensure that the view is included in an unmanaged solution.
B. Verity that a different default view is set
C. Verify that all dependencies are removed from the view.
D. Ensure that the view was created by you.

Answer: A, B

Question: 48

A user opens the Contact List Member view to see the contacts that are in a Marketing List.
Which view type is Contact List Member?

A. Associated view
B. Quick Find view
C. Public view
D. Lookup view

Answer: A

Question: 49

You are performing an initial deployment of Microsoft Dynamics CRM. You create a view named Local Contacts.
You want this view to be the default view for all users.
What should you do?

A. From the customization area, select the System View, and select Set Default
B. Under system settings, configure the System View as default view for all users.

C. While viewing the System View, put the view to set it as default for all users.
D. When creating the System View, select the Default View type before saving the view.

Answer: A

Reference: http://www.microsoft.com/en-US/dynamics/crm-customer-center/create-or-edit-a-public-view-for-an-entity.aspx

Question: 50

You want to reduce the amount of data stored in auditing in Microsoft Dynamics CRM.
Your Dynamics CRM environment has multiple audit logs. You need to delete at least one audit log.
What should you do?

A. Select the most recent audit log, and click delete.
B. Create a bulk delete job, and select the audit entity.
C. Select the oldest audit log, and click delete.
D. Select multiple audit logs, and click delete.

Answer: C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn683569.aspx#BKMK_Method10

Question: 51

You are configuring user access in Microsoft Dynamics CRM.
You need several accounts to have a fixed group of people who have extensive permissions to these accounts.
What should you do?

A. Have Dynamics CRM automatically create access teams for each record, and then manually share the account with the appropriate team.
B. Create an access team template, and add to the account form a sub-grid that references the access team template.
C. Manually create an access team record, and assign the account to the access team.
D. Create an owner team, and assign the accounts to the owner team.

Answer: D

Explanation:
Ref:
https://www.microsoft.com/en-us/dynamics/crm-customer-center/create-or-edit-a-team.aspx
http://blog.customereffective.com/blog/2014/02/exploring-a-new-feature-of-crm-2013-access-teams.html

Question: 52

Your organization uses the Manager hierarchy security model in Microsoft Dynamics CRM.
You need to grant a sales manager access to records owned or shared with a salesperson.
Which two conditions must be met? Each correct answer presents part of the solution. Choose two.

A. The manager has the Sales Manager security role.
B. The salesperson has the Salesperson security role.
C. The manager has user level read access to the entity.
D. The salesperson directly reports to the sales manager.

Answer: C, D

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn832142.aspx

Question: 53

An organization wants to use Multi-Entity Quick Search.
Which three entities can be used for Multi-Entity Quick Search? Each correct answer presents a complete solution. Choose three.

A. Leads
B. Custom entities
C. Accounts
D. Contacts
E. Orders

Answer: A, C, D

Explanation:
Ref:
http://www.dynamicscrmpros.com/customization-global-search-microsoft-dynamics-crm-2015/

Question: 54

Users at your company do not need the No Orders in Last 6 Months option in the public view accounts. You need to remove this view from the list of views.
What should you do?

A. Deactivate the view from system settings.
B. Delete the view from the customizations area.
C. Deactivate the view from the customizations area.
D. Delete the view from system settings.

Answer: C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn509578.aspx#BKMK_TypesOfViews

Question: 55

You create a custom entity named Ocean. It has the plural name of Oceans.
What are three system views for this custom entity? Each correct answer presents a complete solution. Choose three.

A. Ocean Lookup View
B. Ocean Advanced Find View
C. Ocean Associated View
D. My inactive Oceans
E. My active Oceans

Answer: A, B, C

Explanation:
Ref:
https://www.microsoft.com/en-US/dynamics/crm-customer-center/create-a-new-entity.aspx

Question: 56

A System View's email address is truncated. You need to resolve this issue by editing the view.
What should you do?

A. Select Configure Columns. In the columns list change Increase the Width of the Email Address field.
B. Remove the Email Address field. Use Add Columns to add the column back to the view. Enter the column width at the prompt,
C. Select the Email Address field. Click and drag the right edge of the column to resize it to the desired width.
D. Select the Email Address field. Click Change Properties, and select a new width for the column.

Answer: D

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn509578.aspx#BKMK_ChangeColumnWidth

Question: 57

Your System View shows all contacts who work for educational institutions.
You want to change the view so that it also shows contacts who work for government organizations.
Which two actions should you perform in System View? Each correct answer presents part of the solution. Choose two.

A. Paste in the Fetch XML for your new query.
B. Select Edit Filter Criteria.
C. Add the additional query criteria.
D. Select Details to modify the query.

Answer: B, C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn509578.aspx#BKMK_AddFindColumns

Question: 58

You create an entity named Achievement.
Which two properties can you change after the entity is created and saved? Each correct answer presents a complete solution. Choose two.

A. Display Name
B. Entity Ownership
C. Define as an activity entity
D. Auditing

Answer: A, D

Explanation:
Ref:
https://www.microsoft.com/en-US/dynamics/crm-customer-center/create-a-new-entity.aspx
https://msdn.microsoft.com/en-us/library/gg334236.aspx

Question: 59

You are updating custom entities in Microsoft Dynamics CRM.
Which three custom entity options can be disabled after they have been enabled? Each correct answer presents a complete solution. Choose three.

A. Mail Merge
B. Connections
C. Document Management
D. Queues
E. Access Teams

Answer: A, C, E

Explanation:
Ref:
https://msdynamicscrmblog.wordpress.com/2013/11/11/entity-options-in-dynamics-crm-2013/

Question: 60

You create a custom entity named Project.
You want Top-Project instead of Project to appear in the UI for this entity.
Which two properties of the entity should you change? Each correct answer presents part of the solution. Choose two,

A. Display Name
B. Description
C. Name
D. Plural Name

Answer: A, D

Explanation:
Ref:
http://dynamicscrminfo.blogspot.co.uk/2013/06/how-to-create-custom-entity-in-crm-2011.html

Question: 61

You create two entities, Event and Booking, in Microsoft Dynamics CRM.
The Booking entity references the Event entity with an Event lookup attribute in the Booking entity. This Event lookup attribute is used on the Booking form as lookup control.
You want to delete the Event entity.
What should you do first?

A. Delete the Event entity; all references are deleted automatically.
B. Remove the lookup attribute in the Booking entity.
C. Remove the lookup control on the Booking form.
D. Remove the relationship between Event and Booking.

Answer: C

Explanation:
Ref:
https://msdn.microsoft.com/en-us/library/gg309749.aspx

Question: 62

You create a custom entity named Event in Microsoft Dynamics CRM for your customer.
Your customer has specific requirements regarding naming conventions.
Which information is always part of the Schema Name of a custom entity?

A. Solution Publisher Prefix
B. Primary Field Name
C. Display Name
D. Description

Answer: A

Explanation:
Ref:
https://msdn.microsoft.com/en-us/library/gg309396.aspx

Question: 63

You need to convert a personal chart to a system chart in Microsoft Dynamics CRM?
What should you do?

A. Export the chart from the chart pane, and import it into the entity customization chart area.
B. Create a solution that includes the personal chart and import the solution to create the system chart.
C. Go to the entity customization, and recreate the chart as a system chart.
D. Share the chart with all other Dynamics CRM users to convert it to a system chart.

Answer: A

Explanation:
Ref:
https://community.dynamics.com/crm/b/magnetismsolutionscrmblog/archive/2012/11/01/converting-a-personal-chart-into-a-system-chart

Question: 64

You create a personal dashboard and want to make it available to a group of other Microsoft Dynamics CRM users.
What are two possible ways to achieve this goal? Each correct answer presents a complete solution. Choose two.

A. Share the dashboard with each of the users.
B. Give the users a common security role, and grant the security role permission to the dashboard.
C. Add the dashboard to a solution, and import it as a system dashboard.
D. Save a copy of the dashboard, and assign the dashboard to a team that contains the users.

Answer: A, D

Explanation:
Ref:
https://www.packtpub.com/sites/default/files/4408EN-Chapter-4-Sharing-and-Assigning-Dashboards.pdf

Question: 65

You are consulting for a company that needs a new system chart for their Account entity.
Which three locations in Microsoft Dynamics CRM can this chart be consumed? Each correct answer presents part of the solution. Choose three.

A. In the navigation pane
B. In the ribbon bar
C. In a dashboard
D. In the chart pane alongside a view
E. In a main form

Answer: C, D, E

Explanation:
Ref:
http://crmbook.powerobjects.com/basics/analytics/dashboards/
http://crmbook.powerobjects.com/system-administration/customization/charts-dashboards/
https://community.dynamics.com/crm/b/crmtipstricksnewstomaster/archive/2014/05/21/dynamics-crm-quick-tip-embed-charts-into-forms

Question: 66

You create a new business process flow on the account entity for your inside sales team. The business process flow has four stages. The first stage contains three fields from the account entity. All of these fields are required in the

business process flow, and one field is read-only because of field security.
A salesperson reports that no one can move past the first stage.
You need to resolve this issue.
What should you do?

A. Create a security role that grants the inside sales team the ability to read and update the account entity.
B. Create a field security profile for the inside sales team that grants them the ability to read all of the fields in the first stage.
C. Create a field security profile for the inside sales team that grants them the ability to update the read-only field in the first stage.
D. Modify the existing inside sales team's security role and mark the Activate Business Process Flows Miscellaneous Privilege.

Answer: C

Explanation:
Ref:
http://www.fmtconsultants.com/2014/10/using-out-of-the-box-field-level-security-to-apply-security-to-business-process-flows-in-dynamics-crm-2013/

Question: 67

On the Account record in Microsoft Dynamics CRM, you create business rules that update the Credit Limit based on the Relationship Type option set.
After which two user actions do these business rules apply? Each correct answer presents a complete solution. Choose two.

A. Saving an Account
B. Changing a Relationship Type on an existing Account
C. Adding a Relationship Type to a new Account
D. Deleting an Account

Answer: B, C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531086.aspx

Question: 68

You are configuring two business process flows for a custom work order entity.
In the business process flow for the sales team, you need to prevent a user from moving on to the next stage without selecting a value from the work order type option set. In the business process flow of the service team, the work order type field is optional and needs to allow the user to move on to the next stage.
What should you do?

A. Make the work order type option set read-only on the entity form.
B. Make the work order type option set required on the business process flow for the sales team.
C. Make the work order type field a global option set and use it in the business process flow.
D. Make the work order type option set required on the entity form.

Answer: B

Explanation:
Ref:
http://www.fmtconsultants.com/2014/10/a-quick-introduction-to-business-process-flows-in-microsoft-dynamics-crm-2013/
https://technet.microsoft.com/en-us/library/dn531164.aspx#BKMK_MultipleBPF

Question: 69

An Account record has an Option Set named Relationship Type.
You need to ensure that when the Relationship Type is not Customer, the Account Number field does not display.
What should you do?

A. Use business rules.
B. Create a dialog.
C. Create a real-time workflow.
D. Configure the business process flow.

Answer: A

Explanation:
Ref:
https://crmbusiness.wordpress.com/2014/10/20/crm-2013-understanding-business-rules/

Question: 70

A business services customer reports issues with a case entity.
You have two support tiers. Your support users are grouped by their tiers into separate business units, security roles, and teams.
You want to create a business process flow that is unique for each support tier, with tier-specific fields and stages on the case entity.
You do not want to allow your first-tier users to use the second-tier process flow.
What should you do?

A. Create two business process flows and two main forms. Enable one form for each tier's security role. Then associate the corresponding business process flow with its form.
B. Create two business process flows. Assign the first support-tier security role to the first-tier business process flow only. Enable the second support-tier security role for both business process flows.
C. Create two business process flows. Make the second-tier team the owner of the second-tier business process flow, and make the first-tier team the owner of the first-tier business process flow.
D. Create one business process flow. Configure it with branches into two separate stage paths, depending on the business unit related to the user working on the case.

Answer: B

Explanation:
Ref:
http://crmbook.powerobjects.com/system-administration/processes/process-flows/

Question: 71

You are creating new custom entities and attributes in Microsoft Dynamics CRM.
Which two Data Types support Rollup fields? Each correct answer presents a complete solution. Choose two.

A. Option Set
B. Whole Number
C. Date and Time
D. Lookup

Answer: B, C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn832162.aspx

Question: 72

You need to create a custom calculated numeric field that has five digits after the decimal point.
Which field type should you use?

A. Decimal number
B. Floating point number
C. Whole number
D. Currency

Answer: A

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn832103.aspx
https://technet.microsoft.com/en-us/library/dn531187.aspx#BKMK_UsingTheRightTypeOfNumber

Question: 73

You want to add a custom attribute for alphanumeric values. This attribute should be displayed on the form as multiline control.
Which two Data Types should you use? Each correct answer presents a complete solution. Choose two.

A. Single Line of Text (Format: Text Area)
B. Lookup
C. Option Set
D. Multiple Lines of Text

Answer: A, D

Explanation:
Ref:

https://msdynamicscrmblog.wordpress.com/2013/10/22/types-of-fields-in-dynamics-crm-2013/

Question: 74

You need to configure Microsoft Dynamics CRM so that the sales personnel at your company must fill in the Estimated Revenue field on the Opportunity form.
What should you do?

A. Modify the Field Type to Simple.
B. Modify the Field Requirement to Business Required.
C. Modify the Data Type to Currency.
D. Modify the IME Mode to Disabled.

Answer: B

Explanation:
Ref:
http://crmbook.powerobjects.com/system-administration/customization/customizing-fields/

Question: 75

You are adding a calculated field to the account entity.
Which two fields can you include in the field calculation? Each correct answer presents part of the solution. Choose two.

A. Fields on a related quote
B. Fields on the account
C. Fields on a related opportunity
D. Fields on the related parent account

Answer: B, D

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn832103.aspx

Question: 76

You export an unmanaged solution from Microsoft Dynamics CRM. The unmanaged solution contains the following two entities:
Account
Custom entity account ledger
During the export process, Microsoft Dynamics CRM identifies a dependency from the account ledger's Lookup field to the opportunity entity and asks you to include the opportunity entity within the solution. You exclude the opportunity entity from your solution export.
What happens to the solution?

A. It fails to import because opportunity does not yet exist.
B. It fails to import because opportunity was not in the solution.
C. It successfully imports with the relationship to opportunity.

D. It successfully imports without the relationship to opportunity.

Answer: C

Explanation:
Ref:
https://msdn.microsoft.com/en-us/library/gg309749.aspx

Question: 77

You need to grant a third party the appropriate rights to create new entities and system charts within Microsoft Dynamics CRM.
Which two standard security roles should you use? Each correct answer presents part of the solution. Choose two.

A. CEO-Business Manager
B. System Administrator
C. Deployment Administrator
D. System Customizer

Answer: B, D

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531052.aspx

Question: 78

You need to create a solution file to import into another environment.
What are two possible ways to achieve this goal? Each correct answer presents a complete solution. Choose two.

A. Create a managed solution file by exporting an unmanaged solution as Managed Solution.
B. Create an unmanaged solution file by exporting an unmanaged solution as Unmanaged Solution.
C. Create a managed solution file by exporting a managed solution as Managed Solution.
D. Create an unmanaged solution file by exporting a managed solution as Unmanaged Solution.

Answer: A, B

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531198.aspx

Question: 79

Your customer needs a customization of Microsoft Dynamics CRM to include a venue.
The venue must meet the following requirements:
Contain only basic information
Show a relationship with accounts that represent sponsors
Show multiple relationships to contacts who are performers
Show an aggregate of the number of attendees

What should you do?

A. Create a new venue view.
B. Create a new venue entity.
C. Create a new venue connection role.
D. Rename the contact entity to venue.

Answer: C

Explanation:
Ref:
https://msdn.microsoft.com/en-us/library/gg328007.aspx

Question: 80

You import a managed solution that modifies the account entity. You then import an unmanaged solution that also modifies the account entity.
What is true about this scenario?

A. The modifications from the unmanaged solution will overwrite the modifications from the managed solution.
B. The modifications from both the managed solution and the unmanaged solution will be merged together.
C. The modifications from the unmanaged solution will not appear,
D. The modifications from the managed solution will not appear.

Answer: A

Explanation:
Ref:
https://msdn.microsoft.com/en-gb/library/gg334576.aspx#BKMK_UnmanagedandManagedSolutions

Question: 81

You have a new entity named Car.
You create an N:l relationship between Car and the Contact entity. You configure this relationship with the Referential, Restrict Delete type.
A Contact named Daisy Lawrence has two Cars, Carl and Car2.
You delete the contact.
What is the result?

A. Daisy Lawrence is deleted, and Car1 and Car2 generate a warning about references.
B. Daisy Lawrence, Carl1 and Car2 are deleted during the cascading delete operation.
C. Daisy Lawrence, Car1 and Car2 are not deleted, and an error is generated.
D. Daisy Lawrence is deleted, and Carl and Car2 are not deleted.

Answer: C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531171.aspx

Question: 82

In Microsoft Dynamics CRM, you create an association membership tracking solution.
You need the ability to:
Have multiple contacts related to each association and each contact to be related to many associations,
Capture the date that the member joined each association, as well as the member's ID number,
Import all association members, and
Run an on-create workflow that updates the owner of the contact record based on the country in which the member resides.
Which type of many-to-many relationship should you use?

A. Native many-to-many relationship
B. Connections and connection roles
C. Manual many-to-many relationship
D. Sub-contacts

Answer: C

Explanation:
Ref:
http://www.magnetismsolutions.co.nz/blog/roshanmehta/2011/06/20/Relationships_in_Dynamics_CRM_2011.aspx

Question: 83

You create a new custom entity named Project. It has a lookup to Account.
You create a field that maps from the City field on the Account to the Location field on the Project.
What should a user do to apply the mapping?

A. Create a new Account. From the Account create the new project.
B. Look up an existing Account. From the Account record, add an existing project
C. Create a new Project. Using the Account lookup, select an existing Account.
D. Create a new Project. Using the Account lookup, create a new Account.

Answer: A

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531171.aspx

Question: 84

You create a new custom entity named Equipment which you use for tracking equipment owned by your Accounts. You want to create a one-to-many relationship between Account and Equipment.
What are two possible ways to achieve this goal? Each correct answer presents a complete solution. Choose two.

A. From the Equipment entity, create a new 1:N relationship where the Primary Entity is the Equipment and the Related Entity is the Account.
B. While customizing the Account form, create a sub-grid, and specify the Equipment as the related record.
C. From the Account entity, create a new 1:N relationship where the Primary Entity is the Account and the Related Entity is the Equipment.

D. While customizing the Equipment form, create a new Lookup field, and specify the Target Record Type of Account.

Answer: C, D

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531171.aspx#BKMK_CreateEditN1Relationships

Question: 85

When a contact record is updated and linked to a different account you do not want the owner of the account to automatically gain access to the contact record.
Which relationship cascading behavior should you set?

A. Reparent to Cascade None
B. Assign to Cascade Active
C. Assign to Cascade None
D. Reparent to Cascade User Owned

Answer: C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531171.aspx#BKMK_CreateEditN1Relationships

Question: 86

You create a new many-to-many relationship between Competitors and Accounts in order to track Accounts where the Competitor is working.
When you are on the Competitor, you can see the Accounts. When you are on the Accounts, you notice the relationship says Competitors.
You want the relationship on the Accounts to say Other Vendors.
How should you modify the many-to-many relationship?

A. Change the Entity Name from Competitors to Other Vendors. Select Use Plural Name as the Display option.
B. Under the Display Option for the Competitor, select Use Custom Label, and specify Other Vendors.
C. Under the Display option for the Accounts, select Use Custom Label, and specify Other Vendors.
D. Under the Relationship Entity Name, change the name to Other Vendors.

Answer: B

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531171.aspx#BKMK_CreateEditN1Relationships

Question: 87

You create two Quick Create forms named Form1 and Form 2 for a new custom entity and then publish your changes.
Form1 will be used in production, and Form2 is a backup.

You go to the top navigation bar to test the Quick Create form, but Form1 is not available.
What should you do?

A. Change the form order for the Quick Create form set.
B. Activate the Quick Create forms.
C. Enable the Allow quick create property in the custom entity definition.
D. Increase the max width, in pixels, in form properties for the Quick Create forms.

Answer: C

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531126.aspx

Question: 88

Your sales team notifies you that the Account form has unnecessary fields.
You want the Account form to display the Account contact information only.
What are two possible ways to achieve this goal? Each correct answer presents a complete solution. Choose two.

A. Create a new Account form by using Save As and by modifying the new Account form.
B. Modify the existing Account form.
C. Create a new Account system entity, and modify the form of this new entity.
D. Create a new Account connection role, and modify the form of this new connection role.

Answer: A, B

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531185.aspx

Question: 89

You customize the default Account form so that it has eight tabs and 120 fields. You use the device-native applications developed by Microsoft to deploy Microsoft Dynamics CRM clients on Android and iPad devices for remote employees.
Some of your remote employees require information from fields under the last tab.
You need to provide these fields to your remote employees.
What are two possible ways to achieve this goal? Each correct answer presents a complete solution. Choose two.

A. Restructure fields on the default Main form by moving the required fields to one of the first five tabs and within the first 75 fields.
B. Edit the existing Mobile form, and place all of the required fields on it. Then assign the remote employees and the existing Mobile form to a specific security role after removing all other Mobile form and security role combinations.
C. Create a new Mobile form and customize it so that all of the required fields appear within the first five tabs and first 75 fields.
D. Assign remote employees to a new security role, and create a new Main form for this security role with the required fields only. Then remove all form and security role combinations that allow remote employees access to other forms.

Answer: A, D

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531128.aspx#BKMK_PhonesThingsToKnow

Question: 90

You need to configure a form so users can view data from the Primary Contact record on the Account record.
What should you use?

A. Quick View form
B. JavaScript
C. Web resource
D. Social insights

Answer: A

Explanation:
Ref:
https://technet.microsoft.com/en-us/library/dn531145.aspx