Microsoft
MB2-717
Microsoft Dynamics 365
for Sales

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Questions NO 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.
The customer now confirms the Quote, and you close it as Won and choose to automatically close the Opportunity at the same time.
Which statements about the Opportunity are true? Each answer represents part of the solution.

A. The Opportunity is closed as Won, and has an Opportunity Close Activity and a Quote Close Activity in the Activities pane.
B. The Actual Revenue on the Opportunity is populated with the amount from the Won Quote.
C. The Opportunity Line Items have been updated to match the Won Quote.
D. The Opportunity is closed as Won, and has an Opportunity Close Activity in the Activities pane as the only close activity.

Correct Answer: CD

Questions NO 2,

You are using Opportunities and Quotes to manage your sales process in Microsoft Dynamics 365.
A customer requests quotes for the same set of products, but from two different price lists for comparison.
What should you do in order to respond to this customer's request?

A. Create two Opportunities with different price lists. Then, create one Quote from each of the Opportunities.
B. Create one Opportunity with one Quote. Then, have the customer review the quote before creating another.
C. Create one Opportunity with one Quote. Then, revise the Quote and add the other price list to the Quote.
D. Create two Quotes from the same Opportunity. Then, switch the price list on one of the Quotes.

Correct Answer: A

Questions NO 3,

You are a sales support specialist in charge of managing a product catalog within Microsoft Dynamics 365 for your company.

You are asked to configure Microsoft Dynamics 365 so that management can analyze sales trends by product category.

How should you meet this requirement?

A. Create multiple product relationships.
B. Create multiple product families.
C. Create multiple product bundles.
D. Create multiple product catalogs.

Correct Answer: B

Questions NO 4,

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.

Correct Answer: D

Questions NO 5,

An organization has many mobile users accessing Microsoft Dynamics 365 via phone or tablet.
Microsoft Excel is not installed on the mobile devices.
The organization wants to enable their users to view detailed analytics with interactive slicers for ad hoc analysis for their customers and opportunities using only the
web browser.
Which action should you recommend?

A. Create the detailed analytics as an Excel Template, and instruct the users to download the template.
B. Create the detailed analytics as a Dynamics Worksheet, and distribute it to the users.
C. Create the detailed analytics as a Report, and instruct the users to run the report when needed.
D. Create the detailed analytics as an Excel Template, and instruct users to open the template with Excel Online.

Correct Answer: D

Questions NO 6,

You have created a personal dashboard in Microsoft Dynamics 365, consisting of personal charts and personal views.
You want your team members to be able to fully take advantage of your dashboard.
How should you fully share the needed components with the individuals on your team?

A. Share only the views with the team.
B. Share the views with each team member individually.
C. Share the dashboard, views, and charts with the team.
D. Share the dashboard and charts with each team member individually.

Correct Answer: C

Questions NO 7,

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.

Correct Answer: D

Questions NO 8,

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.

Correct Answer: AB

Questions NO 9,

You are a sales person using Microsoft Dynamics 365.

You need to use the web client to show the outcomes of an Opportunity to your sales team.

Which three types of information should you capture on a Resolution Activity related to a closed Opportunity?

Each correct answer presents part of the solution.

A. actual revenue amount from the Opportunity
B. the status of the Opportunity, Won or Lost
C. appointment activities
D. phone call activities
E. close date of the Opportunity

Correct Answer: ABE

Questions NO 10,

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

Correct Answer: CD

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