

# QUESTIONS & ANSWERS

Kill your exam at first Attempt



**Microsoft**

# MB2-717

*Microsoft Dynamics 365 for Sales*

**QUESTION: 87**

You are a salesperson using Microsoft Dynamics 365. You need to create a quote for services to be offered to one of your customers. You have selected a potential customer and saved the quote record. What should you add to the quote?

- A. Add Service Activities.
- B. Add Price Lists.
- C. Add Quote Products as line items.
- D. Add a connection between the Opportunity and the Quote.

**Answer: B**

**QUESTION: 88**

You are using Microsoft Dynamics 365 to track your competitors. You want to take full advantage of the "Win/Loss" report that is available for competitors. What two steps should your users take to track competitors to get reliable results from this report? Each answer represents a part of the solution.

- A. Track competitors on sales literature.
- B. Track competitors on open opportunities.
- C. Track competitors on opportunities closed as Lost
- D. Track competitors on the products used.

**Answer: B, C**

**QUESTION: 89**

You receive an email from a customer asking to discuss their need for some of the services and products your company offers. You need to track this conversation in Microsoft Dynamics 365 and manage this transaction. Which record should you use to manage this transaction?

- A. Quote
- B. Order
- C. Lead

D. Opportunity

**Answer:** A

**QUESTION:** 90

One of your custom has sent you an email requesting an invoice for products you have sold and delivered to them. You are getting ready to send the invoice.

You need to quickly the next step to be completed in the sales process regards this customer in Microsoft Dynamics 365. Where should you look to see the status of the transaction?

- A. Opportunity
- B. Quote
- C. Invoice
- D. Order

**Answer:** C

**QUESTION:** 91

You are using Microsoft Dynamics 365 to track competitors. A user has closed an opportunity as lost but the user forgot to add the correct competitor in the process. How should you instruct the user to ensure the correct competitor is tracked?

- A. Ask the user to open the opportunity, close record associated with the opportunity, and add the competitor.
- B. Ask the user to reopen the opportunity, and add the competitor association directly to the opportunity.
- C. Ask the user to reopen the opportunity, repeat the close process, and add the competitor during this process.
- D. Ask the user to change the competitor association on the opportunity record.

**Answer:** A

**QUESTION:** 92

An opportunity to partner with one of your competitors on a large project has come up, but you are unable to select the competitor as a customer on the opportunity. Which two

record types can you assign to the competitor to enable you to select them as a customer? Each correct answer presents a complete solution.

- A. Lead
- B. Contact
- C. Account
- D. Prospect

**Answer:** C, D

**QUESTION:** 93

After two months of communicating with a prospect your organization is ready to provide a formal offer for products and to the prospect You need to ensure the record is correct in Microsoft Dynamics 365. Which item should you create to represent this formal offer?

- A. Opportunity
- B. Quote
- C. Lead
- D. Order

**Answer:** D

For More exams visit <https://killexams.com> -



[KILLEXAMS.COM](https://killexams.com)

*Kill your exam at First Attempt....Guaranteed!*