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#1 Online Certification Guide

MB2-713

MCP Microsoft Dynamics CRM 2016

A Success Guide to Prepare-
Microsoft Dynamics CRM 2016 Sales

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Introduction to MB2-713 Exam on Microsoft Dynamics CRM 2016 Sales

Use this quick start guide to collect all the information about Microsoft Dynamics CRM 2016 Sales (MB2-713) Certification exam. This study guide provides a list of objectives and resources that will help you prepare for items on the MB2-713 Microsoft Dynamics CRM 2016 Sales exam. The Sample Questions will help you identify the type and difficulty level of the questions and the Practice Exams will make you familiar with the format and environment of an exam. You should refer this guide carefully before attempting your actual MCP Microsoft Dynamics CRM 2016 certification exam.

The Microsoft Dynamics CRM 2016 Sales certification is mainly targeted to those candidates who want to build their career in Microsoft Dynamics CRM domain. The Microsoft Certified Professional (MCP) - Microsoft Dynamics CRM 2016 exam verifies that the candidate possesses the fundamental knowledge and proven skills in the area of MCP Microsoft Dynamics CRM 2016.

Microsoft MB2-713 Certification Details:

Exam Name	Microsoft Certified Professional (MCP) - Microsoft Dynamics CRM 2016
Exam Code	MB2-713
Exam Price	$165 (USD)
Duration	120 min
Number of Questions	45-55
Passing Score	700 / 1000
Books / Training	80727: Sales Management in Microsoft Dynamics CRM 2016 80715: Office 365 Integration with Microsoft Dynamics CRM Online
Schedule Exam	Pearson VUE
Sample Questions	Microsoft Dynamics CRM 2016 Sales Sample Questions
Practice Exam	**Microsoft MB2-713 Certification Practice Exam**

Microsoft MB2-713 Exam Syllabus:

Topic	Details
Configure Microsoft Dynamics CRM (25%)	
Configure Dynamics CRM settings	- Configure auditing, document management, and collaboration; configure business units; perform user management; configure email; manage teams
Manage Dynamics CRM security	- Understand security roles; define permissions and privileges; configure access levels; configure security roles; assign security roles; work with multiple security roles; manage access; manage security hierarchy
Manage and implement Microsoft Dynamics CRM entities, entity relationships, and fields (27%)	
Manage Dynamics CRM entities	- Manage entity ownership; manage entity properties; understand system and custom entities
Configure field customizations	- Understand and configure fields; configure field properties; use calculated fields; use rollup fields; configure global option sets; create alternate keys; configure field-level security; understand status and status reasons
Implement entity relationships	- Understand relationship types; understand cascading rules; work with hierarchical data; understand and configure entity mapping; create connections and connection roles
Create and manage Microsoft Dynamics CRM solutions, forms, views, and visualizations (24%)	
Create and manage Dynamics CRM solutions	- Understand solution components; identify solution types; create managed and unmanaged solutions; configure publishers and versions; work with multiple solutions; import and export solutions
Customize Dynamics CRM forms	- Understand the form structure; build a form; use specialized form components; use access teams and sub-grids; work with navigation; understand form types; use multiple forms; implement form customizations and mobile clients
Implement Dynamics CRM views and visualizations	- Understand view types; manage system, public, and personal views; create, modify, and delete views; customize views; customize charts; customize dashboards; use themes
Implement business rules, workflows, and business process flows (24%)	
Implement and manage business rules	- Understand when to use business rules; understand business rule scopes; understand how business rules are triggered; configure business rules, conditions, and actions
Implement and manage workflows, dialogs, and custom actions	- Implement workflows; identify workflow types; implement dialogs and custom actions; identify when to use business process flows, workflow dialogs, and custom actions

Topic	Details
Implement and manage business process flows	- Understand business process flows; enable business process flows; work with steps, stages, and categories; work with multiple entities; use conditional branching; implement role-driven business process flows

MB2-713 Sample Questions:

01. You have a custom currency that has a precision .You need to identify how the current. What should you identify?
a) 3.333
b) 8.5648
c) 36.77
d) 9999

02. 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.

03. You plan to use discount lists. Which type of record can you associate to a discount list?
a) price list items
b) competitor
c) product bundle
d) product family
e) product

04. 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

05. Your product line is expanding rapidly and you sale representatives often are unfamiliar with the full of list of applicable products for a customer. As such, your sales team often misses chance to upsell and sell related accessories. You identify what you can add to the product catalog to support upselling and cross-selling. What should you identify?
a) a product discount list
b) a product kit
c) a product bundle
d) a product family
e) a unit group

06. You have open an opportunity record. When you attempt to increase the Estimated Revenue field, you discover that the field is locked. You need to identify a possible cause of the issue. What should you identify?
a) The products in the opportunity are write-in products.
b) The estimated revenue exceeds the budget amount.
c) The opportunity contains conflicting currencies.
d) The method of revenue is system-generated.

07. For a Customer an invoice named Inv1 is created automatically from an order named Ord1. The customer asks you to add a Hat delivery charge as a line item to the invoice. You do not have a delivery charge in the product catalog. You need to add the delivery charge as a line in the invoice. What should you click first?
a) Use Current Pricing
b) Get Products
c) Write-in Product
d) Recalculate

08. You need to identify which type of object can be associated to sales territories. Which type of object should you identify?
a) Opportunities
b) Users
c) Leads
d) Facilities
e) Teams

09. You need to convert a tweet into a lead. Which button should you use?
a) Set Regarding
b) Link to CRM
c) Add Profile
d) Import Data

10. You create a personal view. You need to ensure that both you and a coworker can use the view. What are two possible ways to achieve the goal?
Each correct answer presents a complete solution.
a) Email the Fetch xml file.
b) Share the view.
c) Email a link from the Advanced Find ribbon.
d) Assign the view.

Answers to MB2-713 Exam Questions:

Question: 01 Answer: c	Question: 02 Answer: c	Question: 03 Answer: e	Question: 04 Answer: d	Question: 05 Answer: c
Question: 06 Answer: d	Question: 07 Answer: a	Question: 08 Answer: b	Question: 09 Answer: b	Question: 10 Answer: b, d

Note: If you find any typo or data entry error in these sample questions, we request you to update us by commenting on this page or write an email on feedback@edusum.com