[2017 New Best Lead2pass Microsoft MB2-717 PDF Dumps With New Update Exam Questions (1-10)

2017 May Microsoft Official New Released MB2-717 Dumps in Lead2pass.com! 100% Free Download! 100% Pass Guaranteed! Our dumps have been reviewed and approved by industry experts and individuals who have taken and passed MB2-717 exam. Lead2pass will have you prepared to take MB2-717 test with high confidence and pass easily. Whether you are looking for MB2-717 study guide, MB2-717 exam questions, MB2-717 exam dump or MB2-717 test, Lead2pass.com has you covered. Following questions and answers are all new published by Microsoft Official Exam Center: http://www.lead2pass.com/mb2-717.html QUESTION 1You need to be able to export your data to Excel, edit in Excel, and then, once the edits are completed, update the records in Microsoft Dynamics 365 with your changes. Which two options require Microsoft Dynamics 365 for Outlook to refresh the data in Microsoft Dynamics 365? Each correct answer presents a complete solution. A. Export to Static WorksheetB. Export to Excel OnlineC. Export to Dynamic Pivot TableD. Export to Dynamic WorksheetAnswer: A QUESTION 2You are a sales person working in the Microsoft Dynamics 365 web interface You want to create a view that you can use to segment your active customers by area, based on their physical address.Which three steps must be followed to set up a personal view that you can use without having to create it each time? Each correct answer presents part of the solution. A. Use Advanced Find to search both Accounts and ConB. Save your query, and give it a name.C. Export the query to Excel, and import it every time ydu need to use itD. Use Advanced Find to search for alt Account records that are active.E. Use Advanced Find to filter the records, based on the*r ZIP/Post code. Answer: BC QUESTION 3You are working with a company to implement Microsoft Dynamics 365 for their sales division. The sales manager wants all sales people to have the ability to be alerted when a recipient opens an email that was sent to them.Which component of Microsoft Dynamics 365 should you use to manage this ability? A. Email EngagementB. Auto CaptureC. Relationship AssistantD. Folder Level Tracking Answer: A QUESTION 4You are a support specialist in charge of manag.ng 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. Answer: A QUESTION 5You 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. Answer: C QUESTION 6An 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 lo 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. Answer: A QUESTION 7You 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 OpportunityB. the status of the Opportunity, Won or LostC. appointment activitiesD. phone call activitiesE. close date of the Opportunity Answer: BC QUESTION 8You 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. InvoicesB. Credit Notes/ Adjustment NotesC. StakeholdersD. Products Answer: AC QUESTION 9Your sales manager has asked you to take over management of a sale for a customer that was managed by a previous employee.You want to make sure everyone who views the Opportunity has full visibility to everything that has happened with the sale to this point and allow other staff to see that you are now managing the sale. How can you meet these needs in Microsoft Dynamics 365? A. Email the new management information to everyone in the company.B. Delete the Opportunity and recreate it.C. Assign the record to yourself.D. Assign the record to a team. Answer: D QUESTION 10You have received an email from a person you met at a conference you recently attended. The

email mentions that their organization might be interested in the services provided by your organization.You need to create a record for this person in Microsoft Dynamics 365 to be later set to the qualified status by your organization.Which record type can be used to accomplish this goal? A. AccountB. OpportunityC. LeadD. Contact Answer: B At Lead2pass we verify that 100% of the MB2-717 exam questions in exam test prep package are real questions from a recent version of the MB2-717 test you are about to take. We have a wide library of MB2-717 exam dumps. MB2-717 new questions on Google Drive: https://drive.google.com/open?id=0B3Syig5i8gpDaVI3amVhWjhZOEk 2017 Microsoft MB2-717 exam dumps (All 65 Q&As) from Lead2pass: http://www.lead2pass.com/mb2-717.html [100% Exam Pass Guaranteed]