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http://www.lead2pass.com/mb2-717.html  QUESTION 11You need to be able to differentiate between customers who are up-to-date on their payments and customers who are delinquent Delinquent customers need to be set to read only, while the rest should be available for read and write purposes.Which two Microsoft Dynamics 365 status settings can you use to accomplish this goal? Each correct answer presents a complete solution. A.    QualifiedB.    DelinquentC.    InactiveD.    ActiveAnswer: A QUESTION 12A customer accepts a quote for 10 products sold by your organization. The customer agrees to pay for half of the total immediately and pay the other half once the products are received. How do you track this transaction in Microsoft Dynamics 365 so the accounting department will understand the transaction? A.    Create a new invoice that includes all of the items sold to the customer, and set the invoice to the Partial Fulfilled status reason.B.    Create a new invoice that includes all of the items sold to the customer, and set the invoice to the Partial Paid status reason.C.    Create a new invoice that includes half of the items sold to the customer, and set the invoice to the Complete Fulfilled status reason.D.    Create a new invoice that includes half of the items sold to the customer, and set the invoice to the Complete Paid status reason. Answer: D QUESTION 13You want to add documents to records in Microsoft Dynamics 365. You need the ability to search within the documents and associate documents with custom entities.How should you approach this requirement? A.    Recommend adding the documents as Word Templates, and associate them with the needed entities. B.    Recommend setting up Share Point integration, and enable it for the needed entities.C.    Recommend adding the documents as Sales LiteratureD.    Recommend adding the documents as attachments for the relevant records. Answer: A QUESTION 14One of your prospects is reviewing a quote you have provided and will be making a decision to either accept or revise your offer.You need to reflect the prospect's response by setting the quote status. Which two options can you use to achieve this goal? Each correct answer presents a complete solution. A.    FulfilledB.    WonC.    InactiveD.    Draft Answer: BC QUESTION 15After several weeks of negotiation with a customer, the customer decides to purchase ten tor them. You need to send a new quote to the customer while keeping records of the requested change. What should you do? A.    Revise the quote, activate, and send the new quote to the customer.B.    Close the quote as Lost. Create a new quote and send it to the customer.C.    Create a new Opportunity, and send a new quote to the customer.D.    Close the Opportunity as Lost create a new quote, and send it to the customer. Answer: A QUESTION 16You receive an email from a prospect and would like to create a Lead in Microsoft Dynamics 365. You want the email from the prospect connected to the Lead. How can you accomplish this goal? A.    Navigate to your instance in Microsoft Outlook and create a Lead.B.    Track the email- Manually create a Lead in Microsoft Dynamics 365.C.    Track the email. Convert the email to a Lead record.D.    Create a Lead from the CRM tab in Microsoft Outlook. Answer: A QUESTION 17You have been communicating with a lead for two weeks, and now you have determined that you are in a good position to move forward on your sales process. You have decided to qualify the lead. When qualifying the lead, what happens next in your standard sales process? A.    An order is created.B.    An opportunity is created.C.    An invoice is created.D.    A quote is created. Answer: D QUESTION 18 You are a technical support specialist for your company. The Company's sales staff are issued a company laptop to use when interfacing with Microsoft Dynamics 365. They need to integrate their smart phones with Microsoft Dynamics 365 as well. Many of their phones, however, do not have a supported web browser. What should you suggest to meet this sales staffs need? A.    Advise them to run the Microsoft Dynamics 365 web app on their phones.B.    Advise them to use the web client to access Microsoft Dynamics 365 from their phones.C.    Advise them to download the Microsoft Dynamics 365 App from the Office 365 Ad min portal.D.    Advise them to download the Microsoft Dynamics 365 App from their phone's store. Answer: D QUESTION 19You are a sales manager for a large company that is about to implement Microsoft Dynamics 365. A company called Fabrikam. Inc. has three divisions within the company that purchase services from your firm.You have created an account record for each of the three divisions and for Fabrikam. Inc. and need to link the records.How should you set up the records to properly link the record for Fabrikam, Inc. with its three divisions using Microsoft Dynamics 365 account management? A.    Fabrikam, Inc. is a Primary ContactB.    Fabrikam. Inc. is a Parent account.C.    Fabrikam. Inc. is a Parent Customer.D.    Fabrikam, Inc. is a Child account. Answer: B QUESTION 20You have recently been hired as a sales assistant for a new employer. The company sales staff uses Microsoft Dynamics 365, and you must occasionally input data for them. You want to use the CRM Help Center for assistance to perform these tasks. Which two help sources are available for you? Each correct answer presents a complete solution. A.    phone supportB.    training linksC.    online chatD.    community biogs Answer: BC Thanks for the high quality MB2-717 study guide. Will

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