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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q16-Q21):

NEW QUESTION # 16

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique

solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You are a Dynamics 365 for Sales system customizer.

You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form.

Solution: Add the LinkedIn Sales Navigator Contact (member profile) control.

Does the solution meet the goal?

- A. Yes
- B. No

Answer: A

Explanation:

Explanation/Reference:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controls-forms>

NEW QUESTION # 17

A company wants to use Dynamics 365 Sales with their internal phone system.

You need to configure Dynamics 365 to use the softphone dialer.

Which three actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

Actions	Answer Area
Configure the channel provider	
Download and import the Dynamics 365 Channel Integration Framework	
Enable for mobile client	
Set up server-side synchronization	
Navigate to the Channel Integration Framework application	
Enable Microsoft Teams integration	

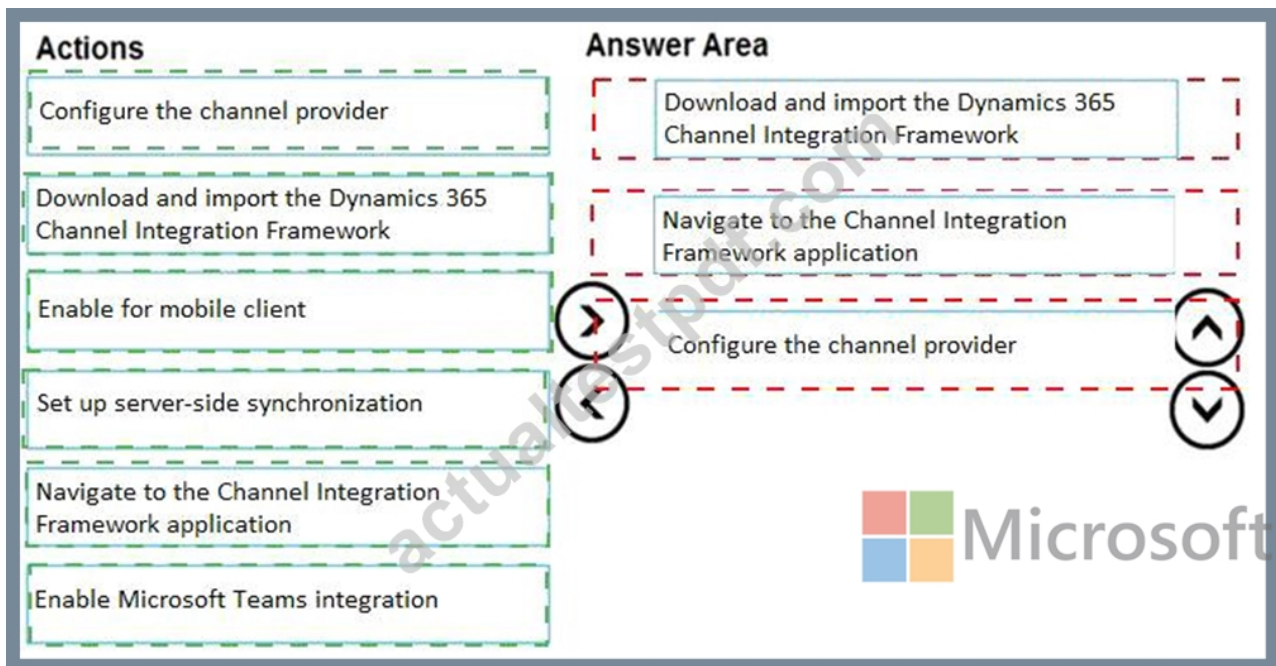
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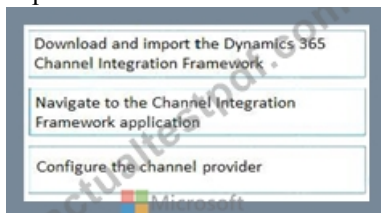
Navigation arrows: Right arrow, Left arrow, Up arrow, Down arrow

Answer:

Explanation:



Explanation



Reference:

<https://docs.microsoft.com/en-us/dynamics365/ai/sales/integrate-sample-software>

<https://docs.microsoft.com/en-us/dynamics365/customer-service/channel-integration-framework/configure-channel>

NEW QUESTION # 18

A sales manager needs to set up goals in Dynamics 365 Sales for salespeople.

The measurement of goals must be based on the total deal amount upon closing an opportunity.

The fiscal year for the goals must be based on the calendar year.

You need to create the rollup query for the goal metrics.

Which options should you select? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Microsoft

Parameter	Option
Entity	<div>▼</div> <div>Lead</div> <div>Quote</div> <div>Opportunity</div> <div>Invoice</div>
Date field	<div>▼</div> <div>Actual Close Date</div> <div>Created on Date</div> <div>Final Decision Date</div>
Revenue field	<div>▼</div> <div>Total Amount</div> <div>Budget Amount</div> <div>Actual Revenue</div>

Answer:

Explanation:

Microsoft

Parameter	Option
Entity	<div>▼</div> <div>Lead</div> <div>Quote</div> <div>Opportunity</div> <div>Invoice</div>
Date field	<div>▼</div> <div>Actual Close Date</div> <div>Created on Date</div> <div>Final Decision Date</div>
Revenue field	<div>▼</div> <div>Total Amount</div> <div>Budget Amount</div> <div>Actual Revenue</div>

Explanation

Parameter	Option
Entity	<div>▼</div> <div> Lead Quote Opportunity Invoice </div>
Date field	<div>Microsoft ▼</div> <div> Actual Close Date Created on Date Final Decision Date </div>
Revenue field	<div>▼</div> <div> Total Amount Budget Amount Actual Revenue </div>

NEW QUESTION # 19

You send a quote to a client. The client calls and negotiates a better price.

You need to send a revised quote to the client.

What is required to modify the quote? To answer, select

NOTE: Each correct selection is worth one point.

Question	Response
Which action should you perform?	<div>▼</div> <div> Edit Close Quote Deactivate Reopen Quote </div>
What is the resulting status for the quote after you perform the action?	<div>▼</div> <div> Draft Revised In Progress Open </div>

Answer:

Explanation:

Question

Response

Which action should you perform?

	▼
Edit	
Close Quote	
Deactivate	
Reopen Quote	

What is the resulting status for the quote after you perform the action?

	▼
Draft	
Revised	
In Progress	
Open	



Microsoft

NEW QUESTION # 20

You have a sales report that shows activities for Accounts in the last 30 days. When you run an advanced find query for Accounts with the custom field Heat Level equal to Hot, you are not able to access the report.

Report: Accounts Activity last 30 days

Working on solution: Default Solution

Your report has been saved. You can edit the properties of the report, or close this form.

General Administration

Source

Report Type: Report Wizard Report

Click Report Wizard to create or modify the report.

Report Wizard

Details

*Name: Accounts Activity last 30 days

Description:

Parent Report:

Parent Report:

Categorization

Categories: Accounts

Related Record Types: Forms for related record types/Reports area

Display in: English

Languages: English

A Form: Report: Account Activity last 30 Days.

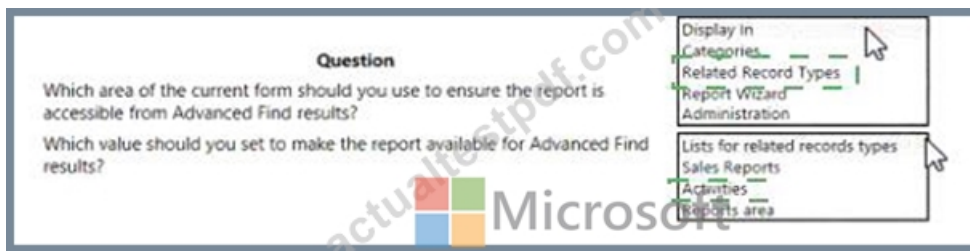
Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic.

NOTE: Each correct selection is worth one point.

Question	
Which area of the current form should you use to ensure the report is accessible from Advanced Find results?	<div>Display in Categories Related Record Types Report Wizard Administration</div>
Which value should you set to make the report available for Advanced Find results?	<div>Lists for related records types Sales Reports Activities Reports area</div>

Answer:

Explanation:



Explanation:

Answer Area Microsoft

Question

Which area of the current form should you use to ensure the report is accessible from Advanced Find results?

Which value should you set to make the report available for Advanced Find results?

Answer Choices

Related Record Types

Activities

NEW QUESTION # 21

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