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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	

Answer:

Explanation:

Actions	Answer Area
Configure the channel provider	<input type="checkbox"/> Download and import the Dynamics 365 Channel Integration Framework
Download and import the Dynamics 365 Channel Integration Framework	<input type="checkbox"/> Navigate to the Channel Integration Framework application
Enable for mobile client	<input checked="" type="checkbox"/> Configure the channel provider
Set up server-side synchronization	<input checked="" type="checkbox"/> Configure the channel provider
Navigate to the Channel Integration Framework application	<input checked="" type="checkbox"/> Configure the channel provider
Enable Microsoft Teams integration	<input checked="" type="checkbox"/> Configure the channel provider

Explanation

Download and import the Dynamics 365 Channel Integration Framework
Navigate to the Channel Integration Framework application
Configure the channel provider
Microsoft

Reference:

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

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

NEW QUESTION # 18

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

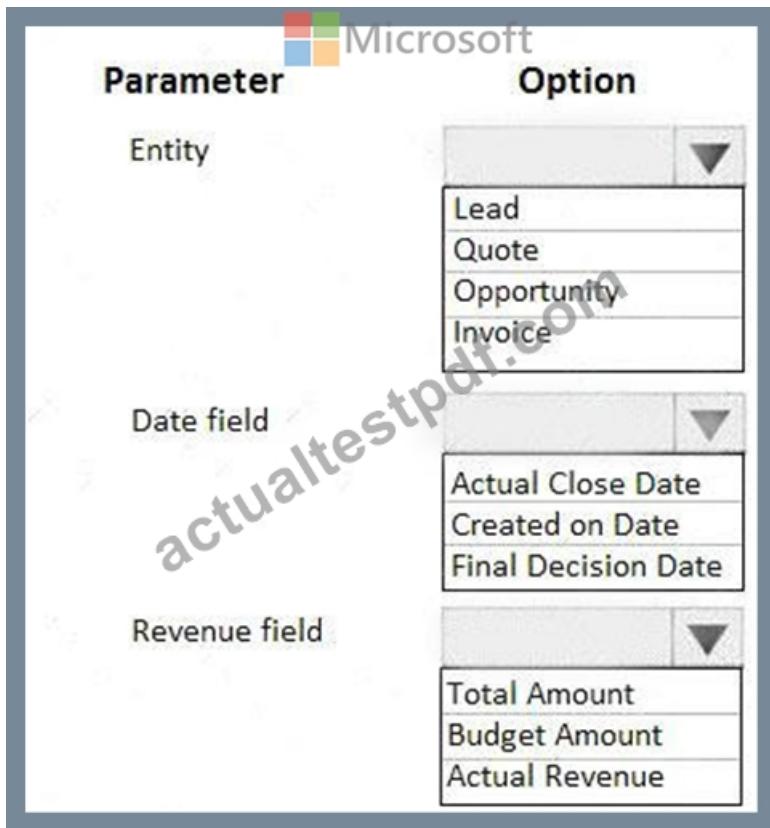
The measurement of goals must be based on the total deal amount upon closing an opportunity.

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

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

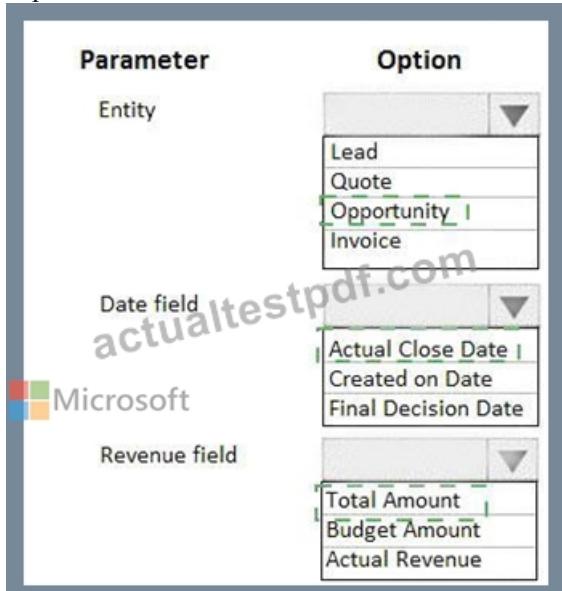
Which options should you select? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.



Answer:

Explanation:



Explanation

Parameter	Option
Entity	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Lead</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Quote</div> <div style="background-color: #e0e0e0; padding: 2px 5px; margin-bottom: 2px;">Opportunity</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Invoice</div> </div>
Date field	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Actual Close Date</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Created on Date</div> <div style="background-color: #e0e0e0; padding: 2px 5px; margin-bottom: 2px;">Final Decision Date</div> </div>
Revenue field	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Total Amount</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Budget Amount</div> <div style="background-color: #e0e0e0; padding: 2px 5px; margin-bottom: 2px;">Actual Revenue</div> </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 style="border: 1px solid black; padding: 5px; display: inline-block;"> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Edit</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Close Quote</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Deactivate</div> <div style="background-color: #e0e0e0; padding: 2px 5px; margin-bottom: 2px;">Reopen Quote</div> </div>
What is the resulting status for the quote after you perform the action?	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Draft</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">Revised</div> <div style="background-color: #f0f0f0; padding: 2px 5px; margin-bottom: 2px;">In Progress</div> <div style="background-color: #e0e0e0; padding: 2px 5px; margin-bottom: 2px;">Open</div> </div>

Answer:

Explanation:

Question

Which action should you perform?

Response

▼	<ul style="list-style-type: none">EditClose QuoteDeactivateReopen Quote	▼
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What is the resulting status for the quote after you perform the action?

▼	<ul style="list-style-type: none">DraftRevisedIn ProgressOpen	▼
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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.

The screenshot shows the 'Report: Accounts Activity last 30 days' configuration screen. The 'Source' section shows 'Report Wizard Report' selected. The 'Details' section shows the 'Name' as 'Accounts Activity last 30 days'. The 'Parent Report' section is empty. The 'Categorization' section shows 'Categories' as 'Accounts' and 'Related Record Types' as 'Accounts'. The 'Display In' section shows 'Forms for related record types' and 'Reports area'. The 'Languages' section shows 'English' selected. A status bar at the top says 'Working on solution: Default Solution'.

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.

The screenshot shows a form with a question: 'Which area of the current form should you use to ensure the report is accessible from Advanced Find results?' and 'Which value should you set to make the report available for Advanced Find results?'. A dropdown menu is open, showing options: 'Display In Categories', 'Related Record Types', 'Report Wizard', and 'Administration'. The 'Related Record Types' option is highlighted. A second dropdown menu is open under 'Related Record Types', showing 'Lists for related records types', 'Sales Reports', 'Activities', and 'Report Areas'. The 'Activities' option is highlighted.

Answer:

Explanation:

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?



Display In
Categories
Related Record Types
Report Wizard
Administration

Lists for related records types
Sales Reports
Activities
Reports area

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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