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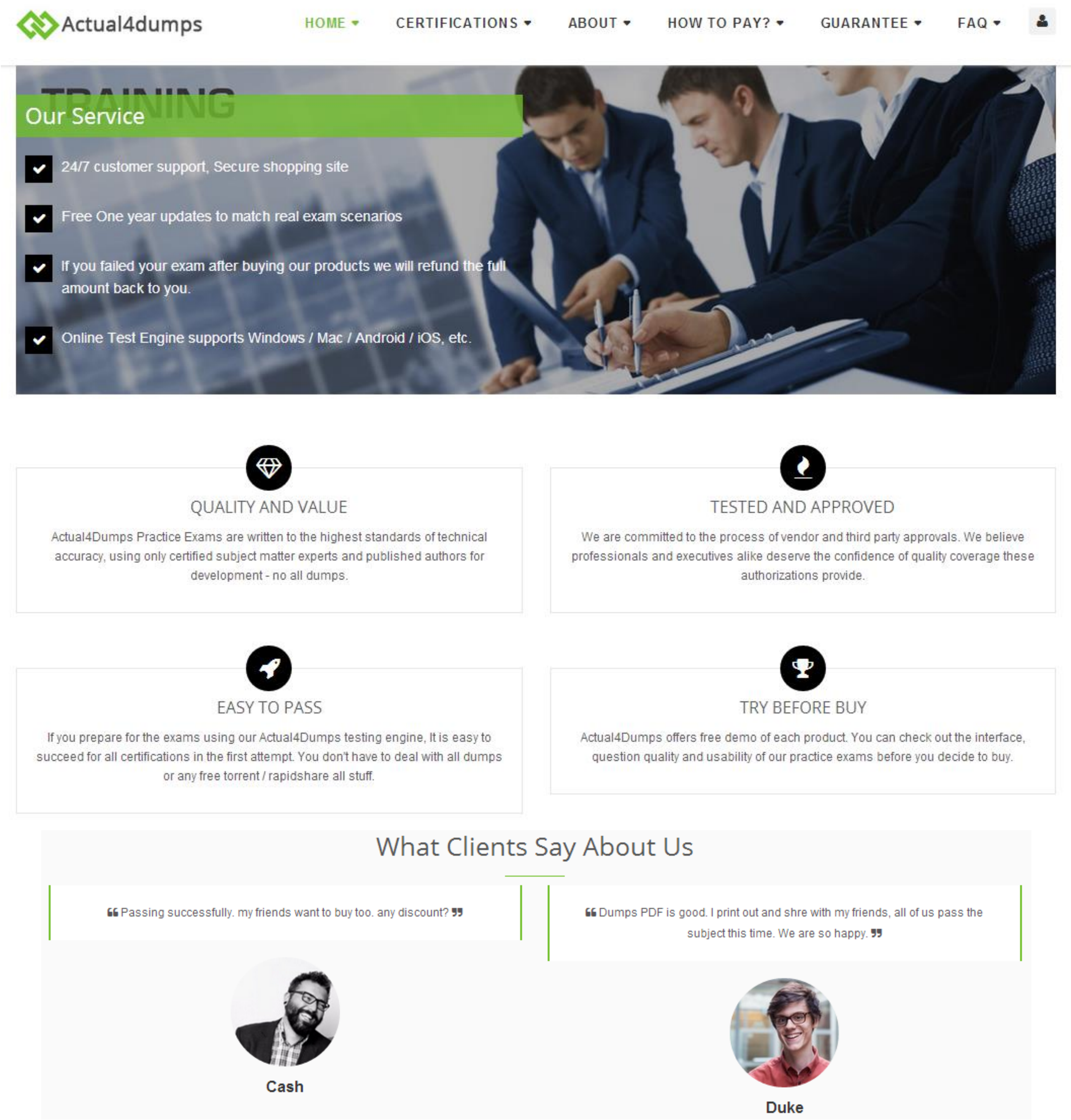

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Exam : **MB2-703**

Title : Microsoft Dynamics CRM 2013 Customization and Configuration

Vendor : Microsoft

Version : DEMO

NO.1 Which two methods can you use to open a Quick Create form? Each correct answer presents a complete solution.
A. In a form that has a lookup field, click the search button and then click New.
B. After performing a search in a lookup field, click the search button, click Look Up More Records, and then click New.
C. Click the Create button on the navigation bar, and then click the entity for which you want to create the record.
D. In a subgrid, click New, click the search button, click Look Up More Records, and then click New.
Answer: A,C

NO.2 Which statement about the modification of Microsoft Dynamics CRM Solutions is true?
A. The terms "customization" and "configuration" can be used interchangeably.
B. Having an external partner perform customizations reduces the number of requirements that must be met by the customizations.
C. Customizing Microsoft Dynamics CRM often requires the use of third-party development tools.
D. Extending Microsoft Dynamics CRM is constrained by the capabilities of the user interface.
Answer: A

NO.3 What defines the form or forms to which a specific business rule is applied?
A. Logic
B. Action
C. Scope
D. Condition
Answer: A

NO.4 What is the maximum number of stages a business process can contain?
A. 5
B. 10
C. 20
D. 30
Answer: D

NO.5 You create two Quick Create forms on the Lead entity.The Quick Create forms are for different teams that process Leads for different product groups.
Which factor controls the Quick Create form that is available to each user?
A. The form order of the Quick Create form set
B. The business process flow
C. The activation status of each Quick Create form
D. Security roles
Answer: A

NO.6 Which action can you perform with a Lookup view?
A. Create a new view based on the Lookup view.
B. Delete the Lookup view.

C. Customize the Lookup view.
D. Set the Lookup view as the default view.
Answer: C

NO.7 You need to track referrals for Leads, Opportunities, and a custom entity named Events.Referrals can be of type Direct, Indirect, Family, Friend, or Colleague.
You need to track the referral source and type.
What should you do?
A. Configure the Event entity to allow connections.Create a connection role for each referral type.For each connection role, set the record types to Lead, Opportunity, and Event.
B. Create a custom option set field named Referral on the Contact form.
C. Add a single line text field named Referral to the Leads, Opportunities, and Events forms.
D. Create native many-to-many (N:N) relationships between each of the entities: Leads, Opportunities, and Events.Then customize the intersecting entity of the relationship by adding a referral option set.
Answer: A

NO.8 In the Form Editor, which two navigation group-related actions can you perform? Each correct answer presents a complete solution.
A. Create a navigation group.
B. Move items from one navigation group to another.
C. Rename a navigation group.
D. Delete a navigation group.
E. Hide a navigation group from a security role.
Answer: B,C

NO.9 Which two elements can you add to a Field Security Profile? Each correct answer presents a complete solution.
A. Teams
B. Business Units
C. Users
D. Security Roles
Answer: A,C

NO.10 A custom entity is no longer required.What should you do before deleting the entity?
A. Remove the entity from any required security roles.
B. Check whether the entity has any dependencies.
C. Reassign all the records in the entity.
D. Change the entity ownership to Organization.
Answer: B