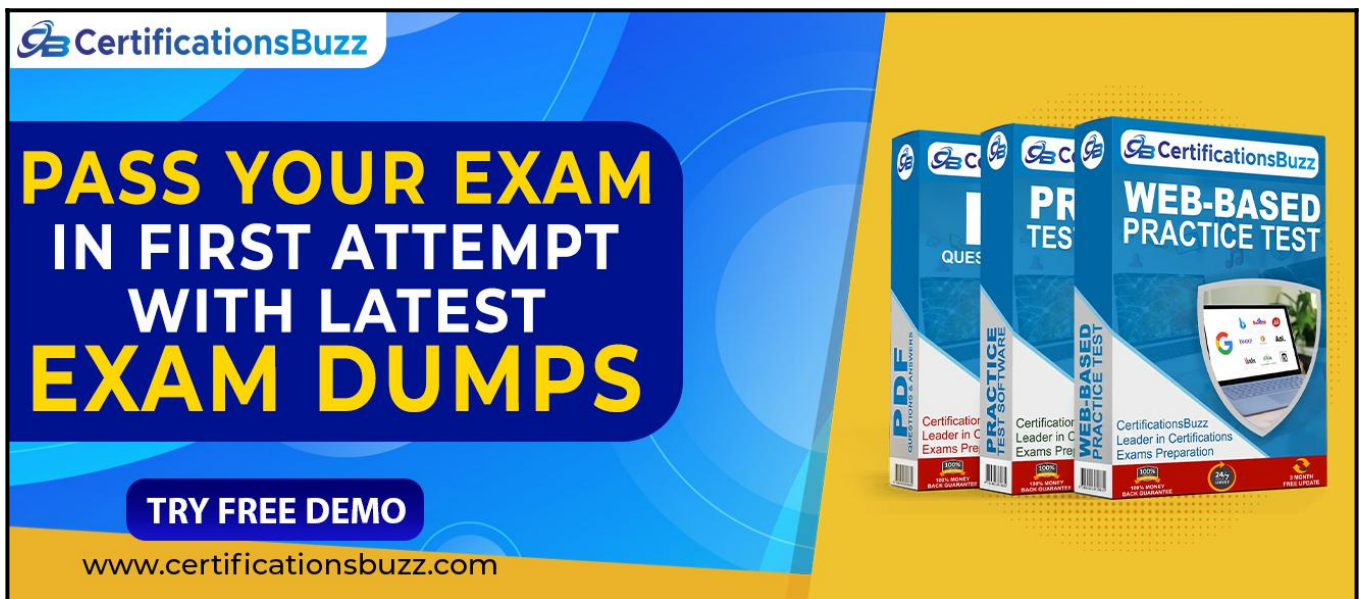


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### **Question No. 1**

Which two components are included in Dynamics 365 Marketing? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- **A.** Customer Voice survey
- **B.** Customer Service Hub
- **C.** Enterprise Asset Management
- **D.** Event management

**Answer:** A, D

### **Question No. 2**

A company integrates LinkedIn Campaign Manager with Dynamics 365 Marketing.

Which two actions can the company perform using out-of-the-box features? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- **A.** Generate leads from LinkedIn.
- **B.** Create email templates for LinkedIn messages.
- **C.** Schedule and publish social posts.
- **D.** Create and publish events on LinkedIn.

**Answer:** A, C

### **Question No. 3**

A company organizes and runs conferences and other events. The company is considering using Dynamics 365 Marketing.

The company wants to ensure that they can implement key marketing features without requiring any customizations.

Which three capabilities does Dynamics 365 Marketing support using out-of-the-box functionality? Each

correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- **A.** Sponsors and sponsorships
- **B.** Regulatory compliance
- **C.** Advertisers and print media and campaigns
- **D.** Session and speaker tracking
- **E.** Registration and attendance

**Answer:** A, D, E

### **Question No. 4**

A potential customer delays their decision to commit to a big multi-year contract.

You want to find other colleagues who have interacted with the potential customer to discuss strategies. Which app should you recommend?

- **A.** Customer Service Insights
- **B.** Market Insights
- **C.** Power Virtual Agents
- **D.** Sales Insights

**Answer:** D

### **Question No. 5**

A company uses Dynamics 365 Sales.

You need to create a forecast in Dynamics 365 Sales so that the sales director will be able to predict upcoming sales revenue.

Which standard record type is used to create the forecast?

- **A.** Account
- **B.** Lead
- **C.** Quote
- **D.** Opportunity

**Answer:** D

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