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NEW QUESTION: 1

In a home network, all clients are accessing the Internet via a single host.

This is an example of which of the following?

- A. Hybrid
- B. Peer-to-peer
- C. Point-to-multipoint

D. Partial mesh

Answer: C

NEW QUESTION: 2

A. Option D

B. Option C

C. Option A

D. Option B

Answer: D

NEW QUESTION: 3

You have a lead that has an open phone call activity.

You qualify the lead.

You need to identify what occurs to the open phone call.

What should you identify?

A. The Regarding field of the activity is changed to the opportunity.

B. The activity is completed.

C. The activity is displayed on the opportunity record.

D. The activity is canceled.

Answer: C

Explanation:

Explanation/Reference:

Note: A lead entity represents an individual that is identified as someone who is interested in receiving specific information about the products or services offered by the company. The information is provided to a lead by a salesperson through email or other communication activities available in Microsoft Dynamics CRM. A lead is used to track contacts or accounts that are potential customers, but who have not yet been qualified. Lead management is largely the same as opportunity management. However, a lead is kept separate from customer and opportunity data until the lead is qualified. The possible states for a lead are Open, Qualified, and Disqualified. A qualified lead may be converted to an account, contact or opportunity.

References:

<https://msdn.microsoft.com/en-us/library/gg328442.aspx>

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