



MB-210: Microsoft Dynamics 365 Sales [MB-210T01] training including Exam Voucher

Group Training

Training code	CGAMB210CE
Spoken Language	English
Language Materials	English
Dayparts	2
Price	€800,00 excl. VAT No extra costs.

What is MB-210: Microsoft Dynamics 365 Sales [MB-210T01] including Exam Voucher

Participants for this training are Dynamics 365 Functional Consultants with sales expertise. Candidates are responsible for implementing solutions that support a sales life cycle to run efficiently and effectively to meet revenue targets, business strategies, and company objectives.

Candidates are responsible for configuring and expanding the core functionality of leads, contacts, accounts, opportunities, and supporting entities to map to the sales processes in place at the company. They identify opportunities to use Power Apps to develop unified experiences for all devices, Power Automate for application integration, business process flows, and other automation tools to construct an application that supports and accelerates the lead to cash journey.

Candidates must have strong business knowledge and preferably first-person experience in the sales world in one or more sales roles.

This course uses MOC (Microsoft Official Courseware) and will be given by an experienced MCT (Microsoft Certified Trainer).

See the below modules for more information:

Module 1: Configure Dynamics 365 Sales

In this module, we will learn about configuring the sales application to fit an organization's unique requirements.

Lessons

- Configure organization and management settings



- Create and configure sales visualizations

Module 2: Manage customers, leads, and opportunities

In this module, you will learn how to manage customer data records, use built-in sales tools, and take a lead through the lead lifecycle.

Lessons

- Manage customers using accounts and contacts
- Manage leads
- Manage opportunities

Module 3: Process sales orders

In this module, we will learn how to use quotes and orders to further use Dynamics 365 Sales to manage your sales opportunities and turn them into closed deals.

Lessons

- Manage quotes, orders, and invoices
- Manage and organize the product catalog
- Manage forecasting
- Configure playbooks

Module 4: Integrate components with Dynamics 365 Sales

In this module, we will learn how to use sales analytics tools to empower the sales team.

Lessons

- Leverage Embedded Intelligence in Dynamics 365 Sales
- Manage relationships with social selling

Who should attend MB-210: Microsoft Dynamics 365 Sales [MB-210T01] including Exam Voucher

A Dynamics 365 Functional Consultant is responsible for performing discovery, capturing requirements, engaging subject matter experts and stakeholders, translating requirements, and configuring the solution and applications. The Functional Consultant implements a solution using out of the box capabilities, codeless extensibility, application and service integrations.

Also, you will receive an Exam Voucher. Enlist today!

Prerequisites

Familiarity of business applications and the desire to customize and implement them for your business.

Objectives

After completing this course, you will be able to:

Install and configure the application

- Identify common sales scenarios
- Complete a sales cycle
- Configure product catalog
- Manage customer records
- Utilize analytics tools with customer data



- Copy configuration data between legal entities
- Import and Export data and manage data by using Office Integration
- Use Regression Suite Automation Tool (RSAT)
- Create User acceptance Tests (UAT) and test plans
- Create and work with Business Process Modeler (BPM)
- Understand how to use Issue search
- Install and configure the sales application and Identify common sales scenarios.
- Create customer records.
- Use sales tooling.
- Create leads and opportunities, create and use the product catalog.
- Add quotes to opportunities.
- Complete a sale with an order.
- Use Embedded Intelligence tools.
- Manage relationships using social selling tools.

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