

MDYN-35 - MOC MB-210T01 - MICROSOFT DYNAMICS 365 SALES

Categoria: **Dynamics 365**

INFORMAZIONI SUL CORSO

				
Durata: 2 Giorni	Categoria: Dynamics 365	Qualifica Istruttore: Microsoft Certified Trainer	Dedicato a: Consulente Dynamics	Produttore: Microsoft

OBIETTIVI

Microsoft Dynamics 365 Sales is an end-to-end application to manage the handling of customers and potential customers. Using Dynamics 365 Sales, organizations can track data against sales goals, automate best practices, learn from data, and more. Join our team of globally recognized experts as they take you step by step from lead to opportunity to closed deal. Using the application's available automation and customization options you will learn how to enable sales staff to be their most productive selves.

PREREQUISITI

Students should be familiar with Dynamics 365 model-driven applications and the Power Platform. Students should also be familiar with the sales process and sales organizations. No certifications are required as a pre-requisite for this course, but PL-200T00 (Power Platform Functional Consultant) is recommended as a supplement to this course.

CONTENUTI

Set up and configure Dynamics 365 Sales

Manage leads with Dynamics 365 Sales

Manage opportunities with Dynamics 365 Sales

Work with Dynamics 365 Sales insights

Manage and organize your product catalog with Dynamics 365 Sales

Process sales orders with Dynamics 365 Sales

Manage relationships with relationship selling in Dynamics 365 Sales

Analyze Dynamics 365 sales data

Define and track individual goals in Dynamics 365 Sales and Customer Service

Use goal metrics in Dynamics 365 Sales and Customer Service

INFO

Esame: MB-210 - Microsoft Dynamics 365 Sales Functional Consultant

Materiale didattico: Materiale didattico ufficiale Microsoft in formato digitale

Costo materiale didattico: incluso nel prezzo del corso a Calendario

Natura del corso: Operativo (previsti lab su PC)