

MDYN-3 - MOC AB-6003 - INTRODUCTION TO SALES IN DYNAMICS 365

Categoria: **Dynamics 365**

INFORMAZIONI SUL CORSO



Durata:
1 Giorni



Categoria:
Dynamics 365



Qualifica Istruttore:
**Microsoft Certified
Trainer**



Dedicato a:
Consulente Dynamics



Produttore:
Microsoft

OBIETTIVI

This course will teach you how to enhance and automate business processes using customer engagement apps for Dynamics 365, while incorporating native interconnectivity with Microsoft 365. You will also learn to unify profiles, tailor personalized customer journeys with AI-assisted Dynamics 365 Customer Insights, and improve selling efficiency through AI-driven Sales features within Dynamics 365 Sales.

PREREQUISITI

None

CONTENUTI

Describe the foundations of Dynamics 365 customer engagement apps

Explore lead generation in Dynamics 365

Explore lead qualification in Dynamics 365

Identify customer needs and explore relationships in Dynamics 365

Explore how to negotiate deal terms and address objections in Dynamics 365 Sales

Describe how to close customer deals in Dynamics 365

Describe sales account management in Dynamics 365

Explore forecasting, pipeline management, and analytics in Dynamics 365 Sales

Describe shared capabilities in Dynamics 365 customer engagement apps

INFO

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)