Microsoft Dynamics 365 Sales

Course code: MOC MB-210

Who is the course for

functional consultants with sales expertise

What we teach you

Perform configuration (40-45%)

Manage core sales entities (20-25%)

Manage sales entities (35-40%)

Course outline

1: Configure Dynamics 365 Sales

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

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.

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.

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.