GTech Learn
"Our focus is your Success"

Microsoft Learning Partner

Self-Paced Course

MB-210-SP: Dynamics 365 Sales

Duration: **2.5 Hours**	**Level**: **Intermediate**	**Role**: **Functional Consultant**
Certification: **Available**	**Register:** Click Here	**Instructor-Led:** Click Here

What's included?

- ✓ Learn from Microsoft Certified Trainer (MCT's)
- ✓ Lifetime Access over Videos
- ✓ Exam Preps / Practice Tests
- ✓ Achievement Badges from Microsoft
- ✓ Completion Certificate
- ✓ Discounted Exam Vouchers

What do you get?

- ✓ Full HD Recorded Videos
- ✓ Lab Guides
- ✓ Embedded Quizzes
- ✓ Official Courseware from MS Learn
- ✓ Access From Anywhere
- ✓ Completion Certificate

Microsoft Solutions Partner

Business Applications

Training Services

Email: info@gtechlearn.com

Overview

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.

Audience Profile

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.

Contents

Learning Path 01: Get started with Dynamics 365 Sales

- Introduction to Dynamics 365 Sales
- Configure organization and management settings

Learning Path 02: Manage Leads & Opportunities in Dynamics 365 Sales

- Manage leads with Dynamics 365 Sales
- Manage opportunities with Dynamics 365 Sales
- Track customer interactions with activities

Learning Path 03: Manage Orders & Product Catalog with Dynamics 365 Sales

- Manage and organize your product catalog with Dynamics 365 Sales
- Process sales orders with Dynamics 365 Sales

Learning Path 04: Manage Goals & Forecasts with Dynamics 365 Sales

- Define and track goals in Dynamics 365 Sales
- Manage forecasting in Dynamics 365 Sales

Learning Path 05: Analyze Dynamics 365 Sales Data

- Analyze data in Dynamics 365 Sales
- Analyze data with Power BI

Learning Path 06: Work with Dynamics 365 Sales Insights & Sales Accelerator

- Get started with Dynamics 365 Sales Insights

- Get started with the Sales accelerator

Learning Path 07: Create Surveys with Dynamics 365 Voice

- Create a survey project
- Create surveys with Dynamics 365 Customer Voice
- Send Dynamics 365 Customer Voice surveys

Learning Path 08: Enhance Seller Productivity by Extending Dynamics 365 Sales

- Boost sales performance with Microsoft Sales Copilot
- Get started with the Dynamics 365 Sales mobile app
- Use Microsoft 365 services with Dynamics 365 Sales

About GTech Learn

Established in 2011 in the USA, GTech Learn is one of the leading IT training organizations in North America & South East Asia. Driven by its unique USPs, GTech Learn is spurring competition, meeting the unmet needs of customers, assisting in skills upgrade, and supplementing talent pools with its presence in the USA, Canada, Singapore and India. This is consistent with our vision to help our Learners with skills upgrade for enhanced career opportunities.

As a Microsoft Learning Partner, we offer a broad range of learning solutions across the full Microsoft technology stack that can be customized.

Since 2011, GTech Learn has been developing custom-fit learning solutions that involve creating and delivering maximum results.

We have successfully helped all types of businesses, government entities, and individuals. For this reason, GTech has chosen by Microsoft to deliver comprehensive learning programs around the globe.

With flexible learning options, state-of-the-art delivery methods, numerous language preferences, experienced instructors, and complete dedication to our students, GTech Learn has the capabilities to help students develop their Microsoft skill sets and achieve increasingly high standards of productivity while organizations of all sizes realize the full potential of their technology investments.

Our Accreditations with Microsoft

Microsoft Solutions Partner
Security
Training Services

Microsoft Solutions Partner
Modern Work
Training Services

Microsoft Solutions Partner
Business Applications
Training Services

Course Contents

Microsoft
Solutions Partner

Infrastructure
Azure

Training Services

Microsoft
Solutions Partner

Digital & App Innovation
Azure

Training Services

Microsoft
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Data & AI
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Training Services

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