

# Microsoft Dynamics 365 Sales

Kód kurzu: MOC MB-210

Kurz je vhodný ako príprava k získaniu titulu Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate.

## Pre koho je kurz určený

functional consultants with sales expertise

## Čo Vás naučíme

- Perform configuration (40-45%)
- Manage core sales entities (20-25%)
- Manage sales entities (35-40%)

## Osnova

### Module 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.

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