











Dynamics 365 for Sales Functional Consultant

Microsoft Dynamics 365 for Sales Functional Consultants implement solutions that anticipate and plan customer connections, manage deals through processing and closing, and accelerate sales team performance using data analytics.

aka.ms/D365SalesLearning



Classroom	<p><u>Dynamics 365: Power Platform applications</u> MB-200T01</p>	<p><u>Dynamics 365: Power Platform automation</u> MB-200T02</p>	<p><u>Dynamics 365: Power Platform integrations</u> MB-200T03</p>	<p><u>Dynamics 365: Power Platform test and deploy</u> MB-200T04</p>
Digital skilling: free interactive training content on Microsoft Learn	<div style="display: flex; justify-content: space-between;"> <div style="width: 48%;">  <p>Create a canvas app in PowerApps 2H 11M - 3 Modules</p> <ol style="list-style-type: none"> 1. Get started with PowerApps 2. Customize a canvas app in PowerApps 3. Manage apps in PowerApps </div> <div style="width: 48%;">  <p>Create and use analytics reports with Power BI 1H 42M - 2 Modules</p> <ol style="list-style-type: none"> 1. Get started building with Power BI 2. Create and share your first Power BI report </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 48%;">  <p>Implementing Dynamics 365 Customer Engagement Online 5H 5M - 4 Modules</p> <ol style="list-style-type: none"> 1. Design Microsoft Power Platform Dynamics 365 Deployments 2. Administer Microsoft Power Platform subscriptions 3. Manage Dynamics 365 clients 4. Microsoft Power Platform Mobile management </div> <div style="width: 48%;">  <p>Automate a business process using Microsoft Flow 3H 11M - 3 Modules</p> <ol style="list-style-type: none"> 1. Get started with Microsoft Flow 2. Build more complex flows with Microsoft Flow 3. Use the Admin center to manage environments and data policies in Microsoft Flow </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 48%;">  <p>Create a model-driven application in PowerApps 1H 40M - 2 Modules</p> <ol style="list-style-type: none"> 1. Get started with model-driven apps in PowerApps 2. Get started with Common Data Service </div> <div style="width: 48%;">  <p>Get started with Dynamics 365 Portals 2H 32M - 3 Modules</p> <ol style="list-style-type: none"> 1. Introduction to Dynamics 365 portals 2. Configure Dynamics 365 portals 3. Provision and administer Dynamics 365 portals </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 48%;">  <p>Work with portals in Dynamics 365 3H 46M - 4 Modules</p> <ol style="list-style-type: none"> 1. Work with Dynamics 365 portal components 2. Manage users and authentication in Dynamics 365 portals 3. Create content in Dynamics 365 portals 4. Secure Dynamics 365 portals content </div> <div style="width: 48%;">  <p>Work with Dynamics 365 for Sales Professional 4H 35M - 5 Modules</p> <ol style="list-style-type: none"> 1. Overview of Dynamics 365 for Sales Professional 2. Administer and configure Dynamics 365 for Sales Professional 3. Manage leads with Dynamics 365 for Sales 4. Manage opportunities with Dynamics 365 for Sales 5. Process sales orders with Dynamics 365 for Sales </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 48%;">  <p>Working with Dynamics 365 for Sales 6H 42M - 7 Modules</p> <ol style="list-style-type: none"> 1. Manage leads with Dynamics 365 for Sales 2. Manage opportunities with Dynamics 365 for Sales 3. Leverage Embedded Intelligence in Dynamics 365 for Sales 4. Manage and organize your product catalog with Dynamics 365 for Sales 5. Process sales orders with Dynamics 365 for Sales 6. Manage relationships with social selling in Dynamics 365 for Sales 7. Analyze Dynamics 365 sales data </div> <div style="width: 48%;">  <p>Apply goal management to Microsoft Dynamics 365 for Customer Engagement 1H 20M - 2 Modules</p> <ol style="list-style-type: none"> 1. Define and track individual goals in Dynamics 365 Customer Engagement 2. Use goal metrics in Dynamics 365 Customer Engagement </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 48%;"> <p>Additional supporting modules 6H 27M - 7 Modules</p> <ol style="list-style-type: none"> 1. Introduction to integration with Dynamics 365 for Customer Engagement - 58M 2. Integrate Office and Dynamics 365 for Customer Engagement - 1H 15M 3. Configure forms, charts, and dashboards in model driven apps for Customer Engagement - 1H 7M 4. Get started with workflows in Dynamics 365 for Customer Engagement - 52M 5. Create business process flows with Dynamics 365 Customer Engagement - 42M 6. Manage your Dynamics 365 Customer Engagement data - 1H 7. Document and test your PowerApps application - 33M </div> </div>	<p style="text-align: center;">Pass certification exams MB-200 and MB-210 to become a:</p> <p style="text-align: center; font-size: 1.2em;">Microsoft Certified: Dynamics 365 for Sales Functional Consultant Associate</p>		
Classroom	<p><u>Dynamics 365 for customer engagement for sales</u> MB-210T01</p>			



Exam MB-200: Microsoft Dynamics 365 Customer Engagement Core



Exam MB-210: Microsoft Dynamics 365 for Sales

Training options help you learn new skills that may better prepare you for your career and lay the foundation for success on our certification exams. Information subject to change. For the latest information, visit aka.ms/learn.

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