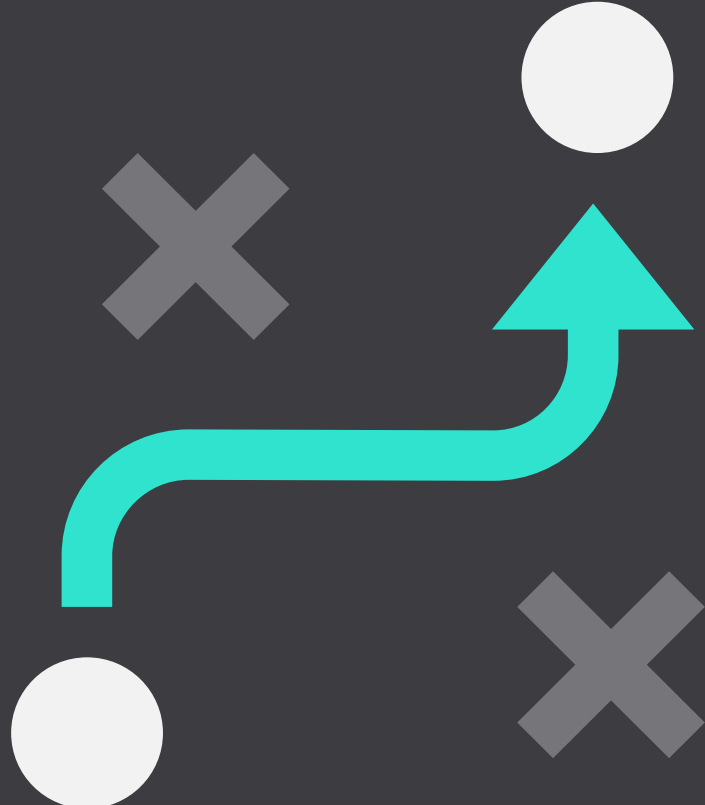


# Dynamics 365 Sales Functional Consultant

Microsoft Dynamics 365 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](https://aka.ms/D365SalesLearning)



Classroom

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Classroom

Dynamics 365: Power Platform applications  
MB-200T01

Dynamics 365: Power Platform automation  
MB-200T02

Dynamics 365: Power Platform integrations  
MB-200T03

Dynamics 365: Power Platform test and deploy  
MB-200T04



**Exam MB-200:**  
**Microsoft Power Platform + Dynamics 365 Core**



## Create a canvas app in PowerApps

2H 11M – 3 Modules

1. Get started with PowerApps
2. Customize a canvas app in PowerApps
3. Manage apps in PowerApps



## Create and use analytics reports with Power BI

6H 22M – 6 Modules

1. Get started building with Power BI
2. Get data with Power BI Desktop
3. Model data in Power BI
4. Use Visuals in Power BI
5. Explore data in Power BI
6. Publish and share in Power BI



## Work with portals in Dynamics 365

3H 46M – 4 Modules

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



## Implementing Dynamics 365 Customer Engagement Online

5H 5M – 4 Modules

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



## Automate a business process using Microsoft Flow

3H 11M – 3 Modules

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



## Working with Dynamics 365 Sales

6H 42M – 7 Modules

1. Manage leads with Dynamics 365 Sales
2. Manage opportunities with Dynamics 365 Sales
3. Leverage Embedded Intelligence in Dynamics 365 Sales
4. Manage and organize your product catalog with Dynamics 365 Sales
5. Process sales orders with Dynamics 365 Sales
6. Manage relationships with social selling in Dynamics 365 Sales
7. Analyze Dynamics 365 sales data

## Additional supporting modules

6H 27M – 7 Modules

1. Introduction to integration with Dynamics 365 Customer Engagement apps - **58M**
2. Integrate Office and Dynamics 365 Customer Engagement apps - **1H 15M**
3. Configure forms, charts, and dashboards in model driven apps for Dynamics 365 Customer Engagement apps - **1H 7M**
4. Get started with workflows in Dynamics 365 for Customer Engagement - **52M**
5. Create business process flows with Dynamics 365 Customer Engagement apps - **42M**
6. Manage your Dynamics 365 Customer Engagement apps data - **1H**
7. Document and test your PowerApps application - **33M**



## Create a model-driven application in PowerApps

1H 40M – 2 Modules

1. Get started with model-driven apps in PowerApps
2. Get started with Common Data Service



## Get started with Dynamics 365 Portals

2H 32M – 3 Modules

1. Introduction to Dynamics 365 portals
2. Configure Dynamics 365 portals
3. Provision and administer Dynamics 365 portals



## Apply goal management to Microsoft Dynamics 365 Customer Engagement

1H 20M – 2 Modules

1. Define and track individual goals in Dynamics 365 Customer Engagement apps
2. Use goal metrics in Dynamics 365 Customer Engagement apps

Pass certification exams MB-200 and MB-210 to become a:

**Microsoft Certified:**  
**Dynamics 365**  
**Sales Functional**  
**Consultant Associate**



**Exam MB-210:**  
**Microsoft Dynamics 365 Sales**

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