The journey to Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate

Start here
Decide if this is the right certification for you

Not right for you?
Upskill with recommended training

This certification is a good fit if:
You do the following in your role for Dynamics 365 Sales

• Analyze customer project needs for quotes, order processing, and product catalogs
• Configure the sales app
• Manage sales entities
• Implement security
• Implement integrations
• Manage sales environments and applications

OR
• You hold this certification
MB2-717:
Dynamics 365 for Sales

Master the basics with Fundamentals certifications

• Dynamics Fundamentals (CRM)
• Dynamics Fundamentals (ERP)
• Microsoft Power Platform Fundamentals

OR
Browse all Dynamics 365 certifications

Skills outline guide

Self-paced online learning
Microsoft Learn

OR
Instructor-led training
Course MB-210T01: Microsoft Dynamics 365 Sales

Additional resources

• Microsoft Docs
• Learning Catalog

Suggestions for gaining experience

Work as a functional consultant on one or more projects
Volunteer to help on a consulting project
Complete more hands-on practice

Pass exams

Pass required exam to earn your certification
PL-200
Microsoft Power Platform Functional Consultant
MB-210
Microsoft Dynamics 365 Sales

Reinforce skills with experience

Pass exams

Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate

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.

Explore these certifications next
Other tracks (Associate)

• Dynamics 365 Marketing
• Dynamics 365 Field Service
• Dynamics 365 Customer Service

Continue to grow

Get started at aka.ms/Dynamics365Certs_SalesConsultant