

The journey to Microsoft Certified:

# Dynamics 365 Sales Functional Consultant Associate

Get started at [aka.ms/Dynamics365Certs\\_SalesConsultant](https://aka.ms/Dynamics365Certs_SalesConsultant)



## Start here

Decide if this is the right certification for you

Not right for you?

Upskill with recommended training

Reinforce skills with experience

Pass exams

Continue to grow

### 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
- Manages sales environments and applications

OR

- You hold this certification

**MB2-717:**  
Dynamics 365 for Sales

### Master the basics with Fundamentals certifications

- [Dynamics 365 Fundamentals](#)
- [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](#)

Course [MB-200T00-A: Microsoft Power Platform + Dynamics 365 Core](#)

### 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 required exam to earn your certification

**MB-200**  
[Microsoft Power Platform + Dynamics 365 Core](#)

**MB-210**  
[Microsoft Dynamics 365 Sales](#)



**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](#)

### Next level up (Expert)

- [Dynamics 365 + Power Platform Solution Architect](#)