**Course Outline**

**Module 1: Sales Overview**

In this module you will learn the basics of sales in Dynamics 365. We will install and configure the application as well as learn about security roles, key terms and the data model.

**Lessons**

* Sales overview
* Configuring Sales

**Module summary**

After completing this module, you will be able to:

* Install and configure the sales application.
* Identify common sales scenarios.

**Module 2: Working with Opportunities**

In this module you will learn how to manage customer data records, use built in sales tools and take a lead to an opportunity.

**Lessons**

* Manage customers
* Working with opportunities
* Embedded intelligence
* Playbooks
* Integrated sales tools

**Module summary**

After completing this module, you will be able to:

* Create customer records.
* Use sales tooling.

**Module 3: Quotes to Orders**

In this module you will learn how to use quotes and orders to further use Dynamics 365 for Sales to manage your sales opportunities to closed deals.

**Lessons**

* Order processing overview
* Manage product catalog
* Create and manage quotes
* Create and manage orders and invoices

**Module summary**

After completing this module, you will be able to:

* Create and use the product catalog.
* Add quotes to opportunities.
* Complete a sale with an order.

**Module 4: Sales Analytics and Insights**

In this module you will learn how to create and use goals; integrate with PowerBI and enable Sales AI.

**Lessons**

* Overview
* Power BI
* AI for Sales

**Module summary**

After completing this module, you will be able to:

* Create and use goals.
* Integrate with PowerBI.
* Enable Sales AI functionality.