

Microsoft Dynamics 365 Sales

Kód kurzu: MOC MB-210

Kurz je vhodný ako príprava k získaniu titulu Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate.

Pre koho je kurz určený

functional consultants with sales expertise

Čo Vás naučíme

- Perform configuration (40-45%)
- Manage core sales entities (20-25%)
- Manage sales entities (35-40%)

Osnova

Module 1: Configure Dynamics 365 Sales

In this module, we will learn about configuring the sales application to fit an organization's unique requirements.

Module 2: Manage customers, leads, and opportunities

In this module, you will learn how to manage customer data records, use built-in sales tools, and take a lead through the lead lifecycle.

Module 3: Process sales orders

In this module, we will learn how to use quotes and orders to further use Dynamics 365 Sales to manage your sales opportunities and turn them into closed deals.

Module 4: Integrate components with Dynamics 365 Sales

In this module, we will learn how to use sales analytics tools to empower the sales team.

GOPAS Praha

Kodaňská 1441/46
101 00 Praha 10
Tel.: +420 234 064 900-3
info@gopas.cz

GOPAS Brno

Nové sady 996/25
602 00 Brno
Tel.: +420 542 422 111
info@gopas.cz

GOPAS Bratislava

Dr. Vladimíra Clementisa 10
Bratislava, 821 02
Tel.: +421 248 282 701-2
info@gopas.sk



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