



Kursus
2 dage
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Dato
27-08-2024
29-10-2024
11-11-2024

Sted
Taastrup
Aarhus
Taastrup

Microsoft Dynamics 365 Sales [MB-210T01]

Lær de nødvendige funktionaliteter og kom godt i gang med salgsmodulen i Microsoft Dynamics 365, så du kan arbejde effektivt med hele salgsprocessen fra start til slut. Du får indsigt i, hvordan du benytter værktøjerne bedst muligt til analysering kundedata, automatisering af rutiner og støtte i salgsarbejdet.

Deltagerprofil

Kurset er for dig, som skal lære at anvende salgsfunktionerne i Dynamics 365 Sales.

Forudsætninger

Du forventes at have et grundlæggende kendskab til Dynamics 365 model-driven applikationer og Power Platformen. Herudover skal du have kendskab til salgsprocesser i en salgsorganisation.

Udbytte

- Lær, hvordan du installere og konfigurere Dynamics 365 Sales
- Få styr på leads
- Fuldfør en salgsproces
- Lær at implementere salgsmål
- Lær at analysere kundedata
- Forbedre dit salg ved hjælp af tools og apps

Det får du på arrangementet

- Øvelser og inddragelse
- Kursusbevis
- Erfaren underviser
- Fuld forplejning
- Gratis parkering
- Materiale på engelsk
- Undervisning på dansk
- Certificeret underviser

Indhold

Module 1: Work with Dynamics 365 Sales

Generate leads, create opportunities, and utilize embedded intelligence with Microsoft Dynamics 365 Sales. This learning path covers the key elements of the Sales app.

- Set up and configure Dynamics 365 Sales
- Manage leads with Dynamics 365 Sales
- Manage opportunities with Dynamics 365 Sales
- Manage and organize your product catalog with Dynamics 365 Sales
- Process sales orders with Dynamics 365 Sales
- Manage relationships selling in Dynamics 365 Sales
- Analyze Dynamics 365 Sales data

Module 2: Implement goal management in Dynamics 365 Sales and Customer service

Apply goal management to track your individual, parent, and child goals. Analyze the results of your goal management to make better business decisions.

- Define and track individual goals in Dynamics 365 Sales and Customer service
- Use goal metrics in Dynamics 365 Sales and Customer service

Module 3: Enhance Dynamics 365 Sales with tools and apps

Tools like Microsoft 365 apps and the Dynamics 365 Sales mobile app empower your salespeople to use Dynamics 365 Sales to its fullest potential. This learning path covers the additional tools and applications that allow your sales team to create cohesive customer experiences, even on the go.

- Use Microsoft 365 services with model-driven apps in Dynamics 365 customer engagement apps
- Get started with the Dynamics 365 Sales mobile app

Bemærk: Indhold for dette kursus tilpasses løbende af Microsoft for at følge med den løbende teknologiske udvikling, der kan derfor ske ændringer af kursusindhold uden varsel.

Certificering

Dette kursus er rettet mod eksamen [MB-210 Microsoft Dynamics 365 Sales](#) og ved beståelse opnår du certificeringen **Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate**. Du skal bestille og betale din eksamen særskilt.

Microsoft skriver dette om eksamen MB-210:

- This exam measures your ability to accomplish the following technical tasks: configure Dynamics 365 Sales; manage core sales tables; and configure additional tools and services.
- If you're a functional consultant, a professional working with Microsoft Dynamics 365 Sales, or a developer looking to



hone your consulting skills, this certification could help give your career a boost. This certification lets you market yourself more effectively for projects and shows your organization that you can use Dynamics 365 Sales to empower the sales force.

As a candidate for this certification, you have experience configuring Microsoft Power Platform and you know Dynamics 365 model-driven applications and data-modeling principles. You work with an organization's stakeholders to gather requirements and implement Dynamics 365 Sales solutions. You manage leads, opportunities, quotes, and orders, and you configure product catalogs and price lists. Additionally, you configure Dynamics 365 Sales to match your organization's unique business process, and you model Dynamics 365 Sales data. You even extend Dynamics 365 solutions using Power Platform components, such as Power Automate and Power Apps.

[Læs mere om IT-certificering her.](#)

UNDERVISER

Undervisningen varetages af en erfaren underviser fra Teknologisk Instituts netværk bestående af branchens dygtigste undervisere.

Har du faglige spørgsmål så kontakt



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