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## Microsoft Dynamics 365 Sales (MB-210T01)

**ID** MB-210T01 **Price** CHF 800.—(excl. VAT) **Duration** 2 days

### Who should attend

A Dynamics 365 Functional Consultant is responsible for performing discovery, capturing requirements, engaging subject matter experts and stakeholders, translating requirements, and configuring the solution and applications. The Functional Consultant implements a solution using out of the box capabilities, codeless extensibility, application and service integrations.

### This course is part of the following Certifications

Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate (MCDSFCA)

### Prerequisites

Familiarity of business applications and the desire to customize and implement them for your business.

### Course Content

- Set up and configure Dynamics 365 Sales
- Manage leads with Dynamics 365 Sales
- Manage opportunities with Dynamics 365 Sales
- Work with Dynamics 365 Sales Insights
- Manage and organize your product catalog with Dynamics 365 Sales
- Process sales orders with Dynamics 365 Sales
- Manage relationships with relationship selling in Dynamics 365 Sales
- Analyze Dynamics 365 sales data
- Define and track individual goals in Dynamics 365 Sales and Customer Service
- Use goal metrics in Dynamics 365 Sales and Customer Service



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