

Empower sellers with Dynamics 365 Sales (MB-280T02)

ID MB-280T02 **Price** CHF 1,680.—(excl. VAT) **Duration** 2 days

Who should attend

This course is designed for IT or sales professionals who want to learn how to leverage Dynamics 365 Sales and Microsoft Copilot for Sales for their organizations.

This course is part of the following Certifications

Microsoft Certified: Dynamics 365 Customer Experience Analyst Associate (MCDCEAA)

Prerequisites

- Students should have knowledge in basic sales principles.
- Students should be familiar with the Dynamics 365 customer experience suite, including Dynamics 365 Sales and Dynamics 365 Customer Insights. They should also have basic model-driven application configuration experience.

Course Content

- Work with Dynamics 365 Sales
- Set up and use the sales accelerator capabilities in Dynamics 365 Sales
- Implement goal management in Dynamics 365 Sales and Customer Service
- Enhance Dynamics 365 Sales with tools and apps

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