



cloudthat



Microsoft

MB-210: MICROSOFT DYNAMICS 365 SALES



Course Level:

Associate

Course Overview:

This Microsoft Dynamics 365 Sales certification training from CloudThat has been curated for candidates to help them prepare for Microsoft exam MB-210. Candidates taking up this Microsoft MB-210 course learn how to use Power Apps to offer unified experiences across all devices using business process flows, Power Automate for application integration, and other automation tools.

By taking up this D365 sales course, candidates will receive in-depth training from our in-house subject matter experts to successfully pass the exam. We also provide relevant study material necessary to pass the MB-210 certification exam to become a Microsoft certified Dynamics 365 Functional Consultant with sales expertise.



Prerequisites

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

Candidates must have strong business knowledge and preferably first-person experience in the sales world in one or more sales roles.

Objectives



Perform configuration



Manage core sales entities



Configure additional tools and services

With Dynamics Mastery Pass, gain expertise from Microsoft Dynamics Certified Experts in the industry and enhance your career prospects by becoming a Certified Dynamics Expert with a high-paying job.

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Course Outline

Module 1: Configure Dynamics 365 Sales

- Configure organization and management settings
- Create and configure sales visualizations

Module 2: Manage Customers, Leads, and Opportunities

- Manage customers using accounts and contacts
- Manage leads
- Manage opportunities

Module 3: Process Sales Orders

- Manage quotes, orders, and invoices
- Manage and organize the product catalog
- Manage forecasting
- Configure playbooks

Module 4: Integrate Components with Dynamics 365 Sales

- Leverage Embedded Intelligence in Dynamics 365 Sales
- Manage relationships with social selling

Who should attend this course?

Dynamics 365 Functional Consultants with sales expertise

About CloudThat

CloudThat is the first company in India to offer Cloud Training & Consulting services for mid-market & enterprise clients from across the globe. Since our inception in 2012, we have trained over 500K IT professionals from fortune 500 companies on technologies such cloud, virtualization, Artificial Intelligence, Machine Learning, IoT, OpenStack, OpenShift, DevOps, MongoDB, Big Data and more.

Through sheer dedication and excellence in the field of cloud training, CloudThat has been recently recognized as VMware Authorized Training Reseller. In addition, CloudThat is a proud Microsoft Gold Partner, AWS Advanced Consulting Partner, Google Cloud Platform Partner, and Databricks Partner. Recently, we have won the Microsoft Asia Superstar Campaign for India-2021 for being a global leader in providing cloud training and consultancy services with exemplary track record.

Our Success Track

11+ Years
of Experience

100+
Corporates served

28+
countries catered

650K+
Professionals trained

300+
Projects delivered

500+
Cloud certifications

To know more about our VMware certification training, email at sales@cloudthat.com or call us at **+918880002200**.