



MB-210T01 - Microsoft Dynamics 365 Sales

Microsoft - Dynamics 365 - Virtualizzazione e Cloud

Durata:

1 Giorno

Lingue:

Italiano

Certificazione:

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Descrizione del corso

Microsoft Dynamics 365 for Sales is an end-to-end application to manage the handling of customers and potential customers; tracking data against sales goals, automating your best practices, learning from your data and more. Join our team of globally recognized experts as they take you step by step from lead to opportunity to closed deal. Using the application's available automation and customization options you will learn how to enable sales staff to be their most productive selves.

Programma

Module 1: Sales Overview

- Sales overview
- Configuring Sales
- Module summary

Module 2: Working with Opportunities

- Manage customers
- Working with opportunities
- Embedded intelligence
- Playbooks
- Integrated sales tools
- Module summary

Module 3: Quotes to Orders

- Order processing overview
- Manage product catalog

ITCore Group

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- Create and manage quotes
- Create and manage orders and invoices
- Module summary

Module 4: Sales Analytics and Insights

- Overview
- Power BI
- AI for Sales
- Modules summary

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