

# Microsoft Certified: Dynamics 365 for Sales Functional Consultant Associate Training

*COURSE CONTENT*

## GET IN TOUCH



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## About Multisoft

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Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

## About Course

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The Microsoft Certified: Dynamics 365 for Sales Functional Consultant Associate Training by Multisoft Systems is designed for professionals aiming to enhance their expertise in Dynamics 365 for Sales. This course covers managing customer connections, deal processing, closing, and using data analytics to boost sales team performance.

## **Module 1: Perform discovery, planning, and analysis**

- ✓ Create and validate documentation
- ✓ Perform continuous collaboration with the customer

## **Module 2: Manage user experience design**

- ✓ Create and configure apps
- ✓ Create and configure templates
- ✓ Create and manage processes

## **Module 3: Manage entities and data**

- ✓ Modify an existing data model
- ✓ Import and export data
- ✓ Manage data

## **Module 4: Implement security**

- ✓ Configure security in Office 365
- ✓ Configure security settings

## **Module 5: Implement integration**

- ✓ Configure Outlook add-in
- ✓ Configure email integration
- ✓ Integrate with Office 365
- ✓ Create, configure, and maintain Microsoft Flows

## **Module 6: Perform solutions deployment and testing**

- ✓ Manage environments
- ✓ Manage applications
- ✓ Perform system administration

- ✓ Perform quality assurance
- ✓ Manage solutions

## **Module 7: Perform configuration**

- ✓ Configure sales settings
- ✓ Configure processes
- ✓ Create and configure sales visualizations
- ✓ Configure integration with external sales applications

## **Module 8: Manage core sales entities**

- ✓ Create and manage leads
- ✓ Create and manage opportunities

## **Module 9: Manage sales entities**

- ✓ Create and manage quotes
- ✓ Create and manage sales order processing
- ✓ Create and manage product and product catalog