MB-280T02: Empower sellers with Dynamics 365 Sales

Category: Business Applications | **Vendor:** Microsoft

Duration: 2.00 hours (1 days) **1.6 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format:	vILT
Certification:	Microsoft Certified: Dynamics 365 Customer Experience Analyst Associate
Related Exam:	MB-280

Course Overview

Enhance your sales performance with MB-280T02: Empower Sellers with Dynamics 365 Sales. This course covers essential features like lead management, sales order processing, and advanced sales tools. Learn to integrate Microsoft 365 to boost productivity and streamline workflows.

About This Course

Enhance your sales performance with MB-280T02: Empower Sellers with Dynamics 365 Sales. This course covers essential features like lead management, sales order processing, and advanced sales tools. Learn to integrate Microsoft 365 to boost productivity and streamline workflows.

Prerequisites & Entry Requirements

General Prerequisites:

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

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage sales sequences and segments.Integrate Microsoft 365 services and deploy the Dynamics 365 Sales mobile app., Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage sales sequences and segments.Integrate Microsoft 365 services and deploy the Dynamics 365 Sales mobile app., Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage sales sequences and segments.Integrate Microsoft 365 services and deploy the Dynamics 365 Sales mobile app., Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage sales sequences and segments.Integrate Microsoft 365 services and deploy the Dynamics 365 Sales mobile app., Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage sales sequences and segments.Integrate Microsoft 365 services and deploy the Dynamics 365 Sales mobile app., Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage sales sequences and segments.Integrate Microsoft 365 services and deploy the Dynamics 365 Sales mobile app., Course ObjectivesUnderstand and navigate the Dynamics 365 Sales application.Customize settings and configure security roles in Dynamics 365 Sales.Manage leads and opportunities using business process flows.Organize product catalogs and set up pricing and discount lists.Process sales orders from quote creation to delivery.Set up and customize sales forecasts using advanced options.Utilize the sales accelerator and manage

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Detailed Course Outline

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

□□ Certification Path

Microsoft Certified: Dynamics 365 Customer Experience Analyst Associate

Exam: MB-280

Frequently Asked Questions

Q: What delivery options are available for MB-280T02: Empower sellers with Dynamics 365 Sales?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: What certification does this course prepare me for?

The MB-280T02: Empower sellers with Dynamics 365 Sales course helps prepare you for the Microsoft Certified: Dynamics 365 Customer Experience Analyst Associate certification path.

Q: Which exam does this course prepare me for?

This course prepares you for the MB-280 official exam. You can take this exam at any exam center across United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online wherever you are located.

Q: How many CPD hours does this course provide?

The 1-day MB-280T02: Empower sellers with Dynamics 365 Sales course provides up to 1.6 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the MB-280T02: Empower sellers with Dynamics 365 Sales training?

The training takes place over 1 day(s), with each day lasting approximately 2.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for MB-280T02: Empower sellers with Dynamics 365 Sales?

Yes, we provide corporate training, dedicated training, and closed classes for MB-280T02: Empower sellers with Dynamics 365 Sales. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: What related terms do people search for?

Popular related searches include: MB-280T02: Empower sellers with Dynamics 365 Sales, Microsoft, vILT, MB-280T02

Q: Why choose Nexus Human for MB-280T02: Empower sellers with Dynamics 365 Sales?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your MB-280T02: Empower sellers with Dynamics 365 Sales training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

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