

mcp-qualify-lead Lab Guide

Microsoft Copilot Studio Labs

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Prioritize Hot Leads with AI: Connect

to Dynamics 365 Sales Using Model Context Protocol

Empower sellers to focus on what matters most—high-value leads.

Lab Details

Level	Persona	Duration	Purpose
200	Maker/Developer	15 minutes	After completing this lab, participants will be able to connect to Dynamics 365 Sales with Model Context Protocol to identify and prioritize high-value leads, enabling sellers to focus their time and effort where it counts most. You'll learn how to configure the Model Context Protocol, connect to Dynamics 365 Sales, and use AI to analyze and qualify leads.

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Why This Matters

For sales leaders and CRM admins - Lead overload is a common problem.

Think of a sales team like a firefighter squad:

- **Without AI prioritization:** They're chasing every alarm, wasting time and missing real fires.
- **With AI prioritization:** They focus on the biggest, hottest leads – fast and smart.

Common challenges solved by this lab:

- “We’re missing hot leads because we can’t triage fast enough.”
- “Our sellers are overwhelmed with too many low-priority leads.”
- “We need a smarter way to focus our sales efforts.”

In just 15 minutes, you’ll learn how to use AI to help your sales team work smarter—not harder.

Introduction

In today’s competitive sales environment, identifying and acting on the right leads at the right time is critical. Sellers are often overwhelmed by the volume of leads and lack the tools to quickly determine which ones are worth pursuing.

Real-world example: A sales team receives hundreds of leads per week. Without automation, they spend hours reviewing CRM data. As a result, some of the best opportunities are missed or delayed.

With D365 Sales Model Context Protocol and AI: AI analyzes lead data, engagement history, and contextual signals to surface the most promising leads. Sellers get a prioritized list—no guesswork, no delay.

Core Concepts Overview

Concept	Why it matters
Model Context Protocol	Enables AI to securely access tools, data, and prompts through a standard protocol
D365 Sales Model Context Protocol	Enables AI to access and reason over CRM data in Dynamics 365 Sales, surfacing insights like lead quality, engagement level, and deal potential

Documentation and Additional Training Links

- [Microsoft Copilot Studio Documentation](#) ↗
- [Extend your agent with Model Context Protocol](#) ↗
- [Connect to Dataverse with Model Context Protocol](#) ↗
- [Connect to Dynamics 365 Sales with Model Context Protocol \(preview\)](#) ↗

Prerequisites

- Access to Microsoft Copilot Studio with appropriate licensing.
- Office 365 environment.
- Access to a Dynamics 365 Sales environment.

Summary of Targets

In this lab, you'll build a complete lead prioritization workflow that transforms how sellers in your organization identify and act on high-value opportunities. By the end of the lab, you will:

- Create and configure an agent.
- Configure Dataverse Model Context Protocol and Dynamics 365 Sales Model Context Protocol.
- Test the complete workflow from leads detection to lead qualification.
- Understand how AI can automate lead prioritization.

Use Cases Covered

Step	Use Case	Value added	Effort
1	Create and configure an agent	Establishes the foundation for intelligent lead processing and workflow orchestration	5 min
2	Configure Model Context Protocol (Dataverse and D365 Sales)	Enables AI to analyze CRM data in Dynamics 365 Sales and identify high-value leads	5 min
3	Test the Complete Workflow	Validates the end-to-end solution and ensures reliability in real-world sales environments	5 min

Instructions by Use Case

Use Case #1: Create and Configure an Agent

Set up the foundational agent

Use case	Value added	Estimated effort
Create and configure an agent	Establishes the foundation for intelligent lead processing and workflow orchestration	5 minutes

Summary of tasks

In this section, you’ll learn how to create a seller experience agent that helps sellers interact through a chat interface.

Scenario: Your sales team is overwhelmed with incoming leads and needs quick, intelligent guidance on which ones to focus on.

Objective

Create a seller-facing agent.

Step-by-step instructions

Creating the Agent and Solution Setup

1. Navigate to the Copilot Studio home page at <https://copilotstudio.microsoft.com/>
2. Go to the **Solutions** menu.
3. Select the existing solution used in prior labs.
4. Select **New > Agent**.
5. Click **Skip to configure**.
6. Name the agent **Seller Assistant**.
7. Click **Create**.

[!TIP] Choose a descriptive name to make your agent easier to find and manage.

Congratulations! You've completed Use Case #1!

Test your understanding

Key takeaways:

- **Seller Assistant Agent Foundation** – You've created the structure for intelligent seller interactions.
- **Solution Integration** – Your agent is inside a solution for organized deployment.

Lessons learned: * Keep agent names clear and purpose-driven.

🔄 Use Case #2: Configure Model Context Protocol (Dataverse and D365 Sales)

Transform your agent by connecting it to Dataverse and D365 Sales via Model Context Protocol.

Use case	Value added	Estimated effort
Add Dataverse and D365 Sales MCP tools	Connects Dynamics 365 Sales via Model Context Protocol for intelligent, sales-specific conversational experiences.	5 minutes

Summary of tasks

You'll configure MCP tools to allow AI to surface prioritized leads.

Scenario: Sellers face a long list of leads. The agent helps them find the most promising ones.

Step-by-step instructions

Adding Dataverse MCP Server

- 1. Go to the **Tools** tab in your agent.
- 2. Click + **Add a tool** > choose **Model Context Protocol** > select **Dataverse MCP server**.

Add tool

Let your agent do more. [Learn more](#)

Search for a tool

All

Featured

Connector

Prompt

Flow

Model Context Protocol

+ New tool

Contact Management MCP Server

Office 365 Outlook

Dataverse MCP Server

Microsoft Dataverse

Dynamics 365 ERP MCP

Microsoft Dataverse

Kusto Query MCP Server

Azure Data Explorer

D365 Sales MCP Server

Microsoft Dataverse

Docusign MCP Server

Docusign Demo

Email Management MCP Server

Office 365 Outlook

MCP server for Salesforce

Salesforce

D365 Service MCP Server

Microsoft Dataverse

Dynamics 365 Contact Center MCP

Microsoft Dataverse

Gieni Actions for fetching answers

Gieni TS Server MCP

Meeting Management MCP Server

Office 365 Outlook

Suggestions and search will include AI-generated results. [See terms](#)

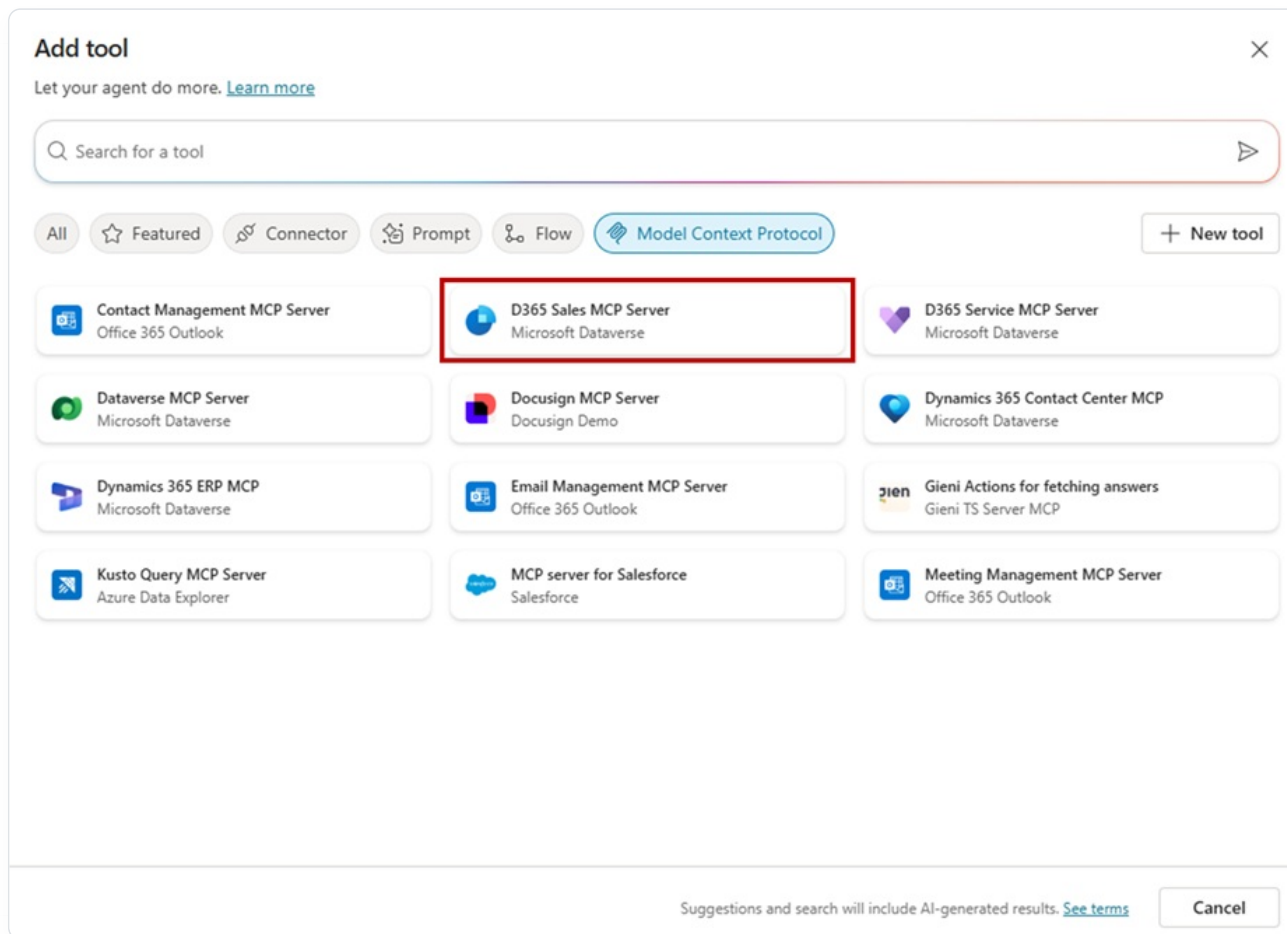
Cancel

3. Click **Add and configure**.
4. Rename the tool to **Dataverse MCP**.
5. Under **Additional details**, set **Authentication** to **Maker-provided credentials**.
6. Click **Save**.

[!TIP] Dataverse MCP is needed before configuring D365 Sales MCP.

Adding D365 Sales MCP Server

1. Add a second MCP tool.
2. Select **D365 Sales MCP server**.



3. Click **Add and configure**.
4. Rename to **Lead Qualifier**.
5. Update description: *Support identifying and focusing on high-potential leads.*
6. Set **Authentication** to **Maker-provided credentials**.

7. Click **Save**.
8. Review the tools associated.

The screenshot shows the 'Lead Qualifier' configuration page in SellerAssistant. The 'Tools' tab is selected in the left sidebar. The main content area displays the 'Tools' section, which is outlined with a red border. This section contains a table of tools available for the Lead Qualifier.

Tool name	Description
D365_Sales_ListLeads	Retrieves a list of leads for the given organization and can also fetch a lead by it's attributes name. Each lead includes leadid or lead ID and all the information in detail.
D365_Sales_QualifyLeadToOpportunity	Qualifies a lead for the given organization.
D365_Sales_InvokeLeadSummary	Tell more about the given lead based on the leadid or lead ID.
D365_Sales_DraftOutreachEmail	Helps in drafting an outreach email for the given lead based on the leadid or lead ID.
D365_Sales_SendOutreachEmail	Helps in sending an email to customer using draft outreach email for the given lead based on the leadid or lead ID.

Configuring Agent Instructions

1. Navigate to **Overview > Instructions**.
2. Paste these instructions:

When the user says they want to see leads they should focus on:

- Retrieve and present 3–5 leads: name, company, lead ID, summary

When user says "pick one":

- Confirm selection
- Show details: name, company, status, interaction, interest
- Ask to qualify

When user says "qualify it":

- Do not request lead ID again
- Qualify the lead
- Ask to draft follow-up email

General:

- Always confirm intent
- Offer quick replies
- Ask before proceeding
- Be brief, helpful, and friendly

3. Publish the agent.

Congratulations! You’ve completed Use Case #2!

Use Case #3: Test the Complete Workflow

Use case	Value added	Estimated effort
Test the complete workflow	Validates the end-to-end solution and ensures reliability in real-world sales environments	5 minutes

Summary of tasks

You’ll test your configured agent by simulating a realistic sales interaction.

Scenario: A seller logs into the agent and asks which leads to focus on. The agent should respond with prioritized suggestions and support lead qualification.

Step-by-step instructions

1. Send the prompt: **Which leads should I focus on?**

The screenshot shows the Copilot Studio interface for the 'SellerAssistant' environment. The 'Activity map' on the left displays a workflow starting with 'Dataverse MCP' (0.65s) and followed by three 'Lead Qualifier' steps. The central pane shows the configuration for the 'Lead Qualifier' agent, which is a Model Context Protocol (MCP) server for Sales scenarios. Its inputs include 'Stop' (Number, 5) and 'Filter' (String). The output is a table of lead data. On the right, the 'Test your agent' chat shows a user prompt 'Which leads should I focus on?' highlighted with a red box. The agent's response lists two sample leads: Yvonne McKay and Susanna Stubberod, each with company, lead ID, and summary details.

2. Pick a lead from the list using the prompt: **Pick Maria**

This screenshot shows the same Copilot Studio interface, but the chat interaction has progressed. The user prompt 'pick Maria' is now highlighted with a red box. The agent's response provides detailed information about Maria Campbell, including her name, company (Fabrikam, Inc.), status (New), last interaction date (3/13/2025 at 3:10 PM), interest area (Online only store), and lead source (Advertisement). The 'Activity map' and agent configuration remain the same as in the previous screenshot.

3. Send **Yes** to qualify the selected lead.

Copilot Studio Environment: ABE-SAM

Published 7/7/2025

Activity map

Track between topics

Lead Qualifier (Model Context Protocol) 0.65s

Lead Qualifier (Model Context Protocol) 4.06s

Lead Qualifier (Model Context Protocol) 6.28s

Complete

Lead Qualifier (Model Context Protocol) **Complete**

Description

MCP server for Sales scenario which helps with Lead Qualification, Outreach Email Drafting and Sending Email to Customer.

Inputs

leadid (String)
4a312d69-0c00-f011-bae3-6045bd3c73a3

CreateAccount (Boolean)
false

Status (Number)
3

CreateOpportunity (Boolean)
true

CreateContact (Boolean)

[Edit configuration](#) [Documentation](#)

Test your agent

pick Maria
A minute ago

Here is the detailed information about Maria Campbell:

- Name:** Maria Campbell
- Company:** Fabrikam, Inc. (sample)
- Status:** New
- Last Interaction Date:** 3/13/2025 at 3:10 PM
- Interest Area:** Online only store (sample)
- Lead Source:** Advertisement

Would you like to qualify this lead?

Yes
Just now

The lead Maria Campbell has been successfully qualified.

Would you like to draft a follow-up email for Maria?

Just now

Ask a question or describe what you need

0/2000

Make sure AI-generated content is accurate and appropriate before using. [See terms](#)

4. Check if the lead status is updated in CRM.

Dynamics 365 Sales Hub **SANDBOX**

Read-only This record's status: Qualified

← New Delete Refresh Check Access Process Reactivate Lead Assign Follow Share

MC Maria Campbell (sample) - Saved Advertisement Lead Source Warm Rating **Qualified Status** Amira Beldjilali Owner

Lead to Opportunity Sal... Active for 3 months

Qualify Develop (2 Min) Propose Close

Summary Details Files Related

Contact

Topic * Interested in onlin...

First Name * Maria

Last Name * Campbell (sample)

Job Title Purchasing Manager

Business Phone 555-0165

Mobile Phone

Email someone14@...

Company

Company * Fabrikam, Inc. (sam...)

Website http://www.fa...

Street 1 12345 85th South St.

Up next

Manage your activities

See upcoming activities by connecting the lead to a sequence or by creating an activity. [Learn more](#)

[Connect sequence](#) [Create activity](#)

Timeline

Search timeline

Enter a note...

Highlights

Recent

Auto-post on Lead Maria Campbell (sample): 10:49 AM
Lead qualified by Amira Beldjilali and converted to Opportunity Interested in onlin...

Modified on: 7/4/2025 4:33 PM

UntrackedEmail Untracked Email from: Amira Beldjilali
Interested in online only store (sample)
Dear Maria Campbell, We noticed your interest in our on...

Who Knows Whom

No connections found

Start by creating a manual activity with Maria Campbell (sample). [Learn More](#)

Assistant

Notifications

No notifications or suggestions

Check back later to see what's new and stay up to date.

Stakeholders

No data available.

[!IMPORTANT] Verify in CRM that the lead was correctly qualified through your agent interaction.

Congratulations! You've completed Use Case #3!

Test your understanding

Key takeaways:

- **End-to-end validation** – You confirmed that the agent supports triage, interaction, and qualification.
- **Seller experience simulation** – The agent guides users naturally using AI-driven logic.

Challenge: Apply this to your own use case

- What refinements would make the interaction more natural?
 - How could the agent support follow-up actions (emails, tasks)?
-

Summary of learnings

To maximize the impact of AI in sales workflows:

- **Start Simple, Scale Smart** – Begin with triage, then expand.
 - **Data Quality Drives Results** – Ensure CRM hygiene.
 - **Design for Real-World Use** – Match how sellers actually work.
 - **Iterate Based on Feedback** – Improve your agent over time.
-

Conclusions and recommendations

Seller Assistant Success Principles:

- Test your agent using realistic scenarios.
- Keep D365 Sales data clean.
- Use secure authentication.

- Match the agent to how sellers work.
- Expand use over time (qualification, outreach).
- Monitor usage and iterate regularly.

By following these principles, you'll empower your sellers to focus where it counts, using AI that works the way they do.
