

Microsoft Dynamics 365 for Sales (DYN-365S)

Duration: 3 days

Prerequisites

Our course participants come from varied backgrounds and have different attributes.

To make sure you have the best possible chances of benefitting from the course, we are available for you to discuss your goals and general expectations to your learning and results.

Generally though, we do recommend that you have:

1. A working knowledge of Dynamics CRM 2011 or later versions
2. Understanding of Sales Processes within businesses

Do you have what it takes?

We'll help you decide – Call us to discuss your technical background, experience and qualifications to determine how we can help you succeed in this Readiness course. Just call us and speak to one of our enrollment consultants.

Course Objectives

On this Microsoft Dynamics 365 for sales course, you'll gain an understanding of the following topics:

1. Create a Customer Organizational Structure
2. Manage Leads and Opportunities
3. Manage Relationship and Sales Analysis
4. Manage the Sales Process
5. Improve Sales performance
6. Manage Customer Information

During your 3-day Certification and Training Programmed, you will live, learn, and take the exams at one of our state-of-the-art education centers.

At Readiness, we know your time is valuable. That's why we give you the opportunity to gain your Microsoft Dynamics 365 for sales training and certification in just 3 days. We provide the best conditions for you to learn.

With us by your side, encouraging and guiding you along the way, you can enjoy 3 intense, focused days of quality learning in a distraction free environment. Your expert instructor will be working with Readiness unique accelerated learning methods, which include our exclusive lecture/lab/review methodology with real life cases putting you in the best possible position to learn and retain knowledge and pass your exams.

Sitting your Microsoft Dynamics 365 for sales course with Readiness means:

- 1. You'll get more hours of training per day, allowing you to get Microsoft Dynamics 365 for sales trained and certified faster and more cost-effectively than with any other training provider.**
- 2. You will be trained by one of the most expert instructors in the world.**
- 3. You can focus purely on learning in our distraction free environment.**
- 4. Dedicated onsite support and access to your classroom at all hours.**
- 5. The price you pay is all-inclusive and covers all course materials, exams, transportation service, accommodation and meals.**
- 6. The Certification Guarantee allows you to train again for free, if you do not pass first time. You only pay for any exams and labs, and accommodation.**
- 7. Exam MB2-717: Microsoft Dynamics 365 for Sales**