# Empower sellers with Dynamics 365 Sales

| | |
|---|---|
| CODICE | MB-280T02 |
| DURATA | 2 gg |
| PREZZO | 980,00 € |
| EXAM | |

## DESCRIZIONE




Dynamics 365 Sales helps accelerate sales teams' efforts with relationship-building tools and AI-driven insights. In this course, students will learn how to configure and leverage Dynamics 365 Sales to set sales teams up for success. First, students will set up and configure lead and opportunity management strategies. Then students will organize their product catalog and process sales orders. Finally, students will leverage relationship selling features, the Sales accelerator, and Sales Insights. In this course students will also learn how to set up and deploy Microsoft Copilot for Sales, a productivity tool to help sellers inside and outside Dynamics 365 Sales. This course is part of a four-course series (MB-280T01-T04) aligning to the MB-280 certification exam.

** Dal 31 luglio 2026 questo corso è stato sostituito daa AB-210T00 Accelerate sales pipelines with AI in Dynamics 365

## TARGET

This course is designed for IT or sales professionals who want to learn how to leverage Dynamics 365 Sales and Microsoft Copilot for Sales for their organizations.

## PREREQUISTI

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

## CONTENUTI

- Work with 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
- Enhance Dynamics 365 Sales with tools and apps

- Use Dynamics 365 Copilot for Sales