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## Microsoft Dynamics CRM/365 Sales

Varighed: 2 Days    Kursus Kode: CRM-365-S

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### Beskrivelse:

This course describes the components used in Microsoft Dynamics CRM/365 Sales Management and explains how they can apply to various business scenarios. It also details the entities or record types that Microsoft Dynamics CRM/365 uses to track sales from potential to close. With this information, organizations can determine which aspects of the Sales module framework are appropriate for their organization. The Sales Management course provides information on the full functionality of the Sales functionality of Microsoft Dynamics CRM/365. It provides information about various customer scenarios, lead through opportunity management, product catalog management, sales transaction processing, goal management, and sales analysis.

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### Målgruppe:

End user, Consultant, Technical project manager, Application manager, Architect

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### Agenda:

- **The goals for this course:**
  - Explore the default sales management functionality within Microsoft Dynamics CRM/365
  - Guidance on the opportunity process flow
  - Maintain lead record management
  - Configure the product catalog
  - Explain the sales ordering process
  - Walk through the creation of metrics and goals within sales management
  - Provide an overview of sales analysis and its business impact on an organization
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### Forudsætninger:

- Some basic experience using Windows applications.
  - Some basic understanding of Sales in Microsoft Dynamics CRM.
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### Indhold:

Sales Analysis

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### Flere Informationer:

For yderligere informationer eller booking af kursus, kontakt os på tlf.nr.: 44 88 18 00

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