Digital Selling (MOC = MB-910)

Dynamics 365 Marketing

- Lesson 1: The benefits of Dynamics 365 Marketing
- Lesson 2: Features and functionality of Dynamics 365 Marketing
- Lesson 3: Lead generation and qualifications
- Lesson 4: Customer journey
- Lesson 5: Segmentation Lesson
- Lesson 6: Event management

Dynamics 365 Sales

- Lesson 1: Dynamics 365 Sales automation
- Lesson 2: Manage the sales process and pipeline
- Lesson 3: Contract management
- Lesson 4: Discover Microsoft Relationship Sales Solution (MRSS)
- Lesson 5: Sales insights Lesson
- Lesson 6: Surveys
- Lesson 7: Dynamics 365 Product Visualize

Dynamics 365 Sales Insights

- Lesson 1: Overview of Dynamics 365 Sales Insights
- Lesson 2: Configure Dynamics 365 Sales Insights
- Lesson 3: Working with Dynamics 365 Sales insights

- Lesson 4: Assistant studio tutorials for Dynamics 365 Sales Insights

Overview of Dynamics 365 Commerce

- Lesson 1: Overview of Dynamics 365 Commerce
- Lesson 2: Dynamics 365 Commerce core functional areas
- Lesson 3: Assisted Selling
- Lesson 4: Merchandising and Inventory
- Lesson 5: Omnichannel and channel management
- Lesson 6: Dynamics 365 Fraud Protection

Overview of Dynamics 365 Customer Insights and Customer Data platform

- Lesson 1: Overview of Dynamics 365 Customer Insights
- Lesson 2: Benefits of Dynamics 365 Customer Insights
- Lesson 3: Working with Dynamics 365 Customer Insights
- Lesson 4: Overview of Customer Data Platform (CDP)

Case Study