# Course Content for MB-200-Dynamics 365 Sales Functional

KC TECHNOLOGIES
KNOWLEDGE | CONSULTING | CERTIFICATION
Journey to Cloud...
Microsoft Partner

Microsoft CERTIFIED Partner
Learning Solutions

Microsoft Partner
Silver Learning

About This Course

The Microsoft Power Platform helps organizations optimize their operations by automating routine tasks and standardizing best practices. This training provides a high-level overview of the capabilities of Microsoft Dynamics 365 and the Power Platform and provides a foundation for other Microsoft Dynamics 365 and Power Platform training offerings. High-level topics include application configuration, automation opportunities, integration, testing, and deployment.

Audience Profile

A Dynamics 365 Customer Engagement Functional Consultant is responsible for performing discovery, capturing requirements, engaging subject matter experts and stakeholders, translating requirements, and configuring the solution and applications. The Functional Consultant implements a solution using out of the box capabilities, codeless extensibility, application and service integrations.

At Course Completion

After completing this course, you will be able to:

- Identify platform components.
- Understand administrator options.
- Effectively model data.
- Build a basic model-driven or canvas application.
- Identify testing strategies and methodologies.
- Identify integration opportunities.

---------------------------------------------------------------------------------------------------------------------------------

## MB-200-Dynamics 365 Sales Functional                    Course Outline

**Course Outline**

**Module 1: Power Platform overview**
In this module, you will learn the basics of the Power Platform. You will tour the various administrator portals and install applications.
**Lessons**

- Overview
- Configure Power Platform environments
- Creating applications
- Discovery and planning

### KCC Technologies Pvt Limited

After completing this module you will be able to:

- Identify common platform components and their uses.

**Module 2: Data Modeling**

In this module you will learn how to model data effectively using the platform's entities, attributes and relationships.

**Lessons**
- Data model fundamentals
- Relationships
- Other entity options
- Other field options
- Internationalizing

After completing this module you will be able to:

- Create and use relationships and entities.

**Module 3: Model-driven apps**

In this module you will learn about model driven applications and how to configure and use them.

**Lessons**
- Configure model-driven apps
- Configure model-driven forms
- Configure views
- Configure model-driven charts
- Configure model-driven dashboards
- Configure reports

After completing this module you will be able to:

- Create and modify forms.
- Create and modify views and dashboards.
- Identify and use other user experience components.

**Module 4: Canvas apps**

In this module you will learn how to create and use canvas apps, as well as learn the differences between canvas apps and model-driven.

**Lessons**
- Application fundamentals
- Working with data and services
- Customizing the user experience
- Integration with model-driven apps

After completing this module you will be able to:

- Create a canvas app.
- Work with CDS data.

**Module 5: Security**

## KCC Technologies Pvt Limited

In this module you will learn how the platform's security model manages users' experiences and access to both data and functionality.

**Lessons**
- Security overview
- Business units
- Manage security roles
- Manage teams
- Configure hierarchy security

After completing this module you will be able to:

- Create and use business units.
- Create, modify and use security roles.

## Module 6: Platform Automation Overview

In this module you will learn the basics of the Power Platform automation capabilities.

**Lessons**
- Automation overview

After completing this module you will be able to:

- Identify common platform automation capabilities.

## Module 7: Business Rules

In this module you will learn how to build and use business rules and how they work alongside other platform automations.

**Lessons**
- Introduction to business rules
- Additional business rule details

After completing this module you will be able to:

- Create and use business rules.

## Module 8: Workflows

In this module you will learn how to build and use workflows and how they work alongside other platform automations.

**Lessons**
- Introduction to workflows
- Building workflows
- Advanced workflows

After completing this module you will be able to:

- Create and use workflows.

## Module 9: Microsoft Flows

**KCC Technologies Pvt Limited**

In this module you will learn how to build and use Microsoft Flows and how they work alongside other platform automations.

**Lessons**
- Introduction to Microsoft Flow
- Other Flow concepts
- Working with CDS
- Building approval flows
- Starting from apps
- Flow deployment considerations

After completing this module you will be able to:

- Create and use Microsoft Flows.

**Module 10: Business Process Flows**
In this module you will learn how to build and use business process flows and how they work alongside other platform automations.

**Lessons**

- Introduction to business process flows
- Configure business process flows
- Additional business process flow details

After completing this module you will be able to:

- Create and use business process flows.

**Module 11: Introduction to integrations**
In this module you will learn the basics of the Power Platform integration capabilities. You will learn how to configure and use email integrations.

**Lessons**
- Overview of common scenarios
- Email integration
- Outlook integration

After completing this module you will be able to:

- Identify common integrations,
- Configure and use email integrations.

**Module 12: Integration with Office**

In this module you will learn how to integrate with common Office products like OneNote, Word and Excel.

**Lessons**
- Templates
- SharePoint
- Microsoft Teams
- Additional integrations

## KCC Technologies Pvt Limited

After completing this module you will be able to:

- Configure and use integrations with Office products.

**Module 13: Managing Data**

In this module you will learn how to import and export data for the Power Platform and create and use data maps.

**Lessons**
- Managing data overview
- Duplicate detection
- Importing data
- Exporting data
- Bulk delete

After completing this module you will be able to:

- Import and export data.

- Create and use data maps.

- Perform bulk delete.

**Module 14: Manage Instances and Applications**
In this module you will learn how to enable and update first-party applications; install third-party apps and configure using admin portals.

**Lessons**
- Overview
- Manage applications

After completing this module you will be able to:

- Enable and update first-party apps.

- Install third-party apps.

**Module 15: Manage Solutions**
In this module you will learn how to create, manage and deploy solutions.

**Lessons**
- Solution concepts
- Planning and creating solutions
- Working with solution components
- Distributing solutions
- Working with managed solutions

After completing this module you will be able to:

- Create solutions.

- Deploy customziations.

**Module 16: Additional Deployment Considerations**
In this module you will learn how to configure for mobile and deploy components such as Microsoft Flow.

**KCC Technologies Pvt Limited**

**Lessons**
- Configure settings
- Mobile configuration settings
- Mobile configuration

After completing this module you will be able to:

- Configure for mobile.
- Deploy components.