

MICROSOFT OFFICIAL CURRICULUM

Microsoft

# Dynamics 365 Sales AI Consultant Associate (beta)

Program aligned

As a candidate for this Microsoft Certification, you design and configure AI-enhanced sales solutions by using Dynamics 365 Sales, Copilot in Dynamics 365 Sales, and agent capabilities to help sellers work more efficiently throughout the lead-to-cash process.

Microsoft Dynamics 365 & Power Platform Solutions

Intermediate

Dynamics Sales

DURATION

Exam: 120 minutes

LEVEL

Intermediate

FORMAT

Virtual, On-site, or Hybrid

CERTIFICATION

**Microsoft Certified:**  
**Dynamics 365 Sales AI**  
**Consultant Associate (beta)**

AUDIENCE PROFILE

## Built for these roles

Built for Business Analyst, Functional Consultant learners preparing for Dynamics 365 Sales AI Consultant Associate (beta).

OVERVIEW

## Executive overview





As a candidate for this Microsoft Certification, you design and configure AI-enhanced sales solutions by using Dynamics 365 Sales, Copilot in Dynamics 365 Sales, and agent capabilities to help sellers work more efficiently throughout the lead-to-cash process.

PROGRAM OUTCOMES

## Capabilities your teams will gain

- Configure Dynamics 365 Sales core features for AI
- Optimize AI-driven sales
- Qualify and prioritize leads by using AI
- Develop deals by using intelligent opportunity research

TALK TO US

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OFFICE

DLF Cyber City, Gurugram  
Haryana — India  
Azure · AI · Data · Power Platform

## ENTERPRISE CUSTOMIZATION

### Enterprise customization

Tailor this program to your organization's priorities: Builds current Microsoft credential readiness for Dynamics 365 Sales AI Consultant Associate (beta) using the official Microsoft Learn skill outline.

#### Customization options

- Align labs to your Microsoft tenant and workload scenarios
- Add readiness checks and exam preparation reviews
- Extend delivery with role-specific implementation workshops

## CURRICULUM

### Curriculum roadmap

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#### MODULE 1

### Configure Dynamics 365 Sales core features for AI

Official Microsoft Learn measured skill area for Dynamics 365 Sales AI Consultant Associate (beta).

- Configure Dynamics 365 Sales core features for AI
- Optimize AI-driven sales

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#### MODULE 2

### Optimize AI-driven sales

Official Microsoft Learn measured skill area for Dynamics 365 Sales AI Consultant Associate (beta).

- Qualify and prioritize leads by using AI
- Develop deals by using intelligent opportunity research

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#### MODULE 3

### Qualify and prioritize leads by using AI

Official Microsoft Learn measured skill area for Dynamics 365 Sales AI Consultant Associate (beta).

- Extend and enhance Sales

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MODULE 4

### Develop deals by using intelligent opportunity research

Official Microsoft Learn measured skill area for Dynamics 365 Sales AI Consultant Associate (beta).

- Develop deals by using intelligent opportunity research

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MODULE 5

### Extend and enhance Sales

Official Microsoft Learn measured skill area for Dynamics 365 Sales AI Consultant Associate (beta).

- Extend and enhance Sales

PRIVATE DELIVERY

## Plan a private cohort for your team





Scope delivery format, role mix, and rollout timeline with our solutions team.

Plan Private Delivery

Book advisory call

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