

## PROFESSIONAL COURSE OUTLINE

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 &amp; Power Platform Solutions

Intermediate

Dynamics Sales

## PROGRAM CODE

Program aligned

## DELIVERY

Virtual, On-site, or Hybrid

## DURATION

Exam: 120 minutes

## CERTIFICATION

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

## AUDIENCE PROFILE

## Who This Program Is For

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

## PROGRAM SUMMARY

## What This Course Covers

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.

## TAILORED DELIVERY

## Adapt the program around your team.

This outline can be adapted for virtual, on-site, or hybrid delivery, with emphasis adjusted for your team's platform priorities, role mix, and implementation goals.

### Enterprise-ready delivery format

VNode ITeS can align labs, examples, delivery pace, and assessment checkpoints to the required audience profile while preserving the official program sequence where applicable.

## COMPLETE MODULE SEQUENCE

## Module Flow and Topic Coverage

The structure below presents the current delivery flow for this program, including the associated topics covered under each module.



### Plan the next session

We can tune this outline around your delivery goals and team mix.

## TALK TO US

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## OFFICE

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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

2

## 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

3

## 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

4

## 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

5

## MODULE 5

**Extend and enhance Sales**

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

- Extend and enhance Sales

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