

Dynamics 365 Business Central

"Ready to Go" Learning Catalog

(September 28th, 2018 Edition)



The “Ready to Go” learning catalog

This “Ready to Go” learning catalog provides Dynamics 365 Business Central partners a single point of access to training resources. It contains readiness information for multiple roles inside organizations which resell Dynamics 365 Business Central and for those who develops apps for Microsoft AppSource.

The information in this document is being updated on a weekly base.

[Materials for developers, architects and engineers](#)

[Materials for application consultants](#)

[Materials for presales roles](#)

[Materials for sales roles](#)

[Materials for marketeers](#)

[Materials for business decision makers](#)

The “Ready to Go” Online learning for developers, architects and engineers

GETTING STARTED

81241 Introduction to Microsoft Dynamics 365 Business Central

[eLearning](#)

This course examines the basic concepts of Microsoft Dynamics 365 Business Central, how to personalize the user interface and how to navigate. It also covers typical user tasks in common application areas, such as Finance, Inventory, Purchases, and Sale.

Introduction to the Dynamics 365 Business Central partner opportunity

[Watch on DLP](#)

[Watch on Youtube](#)

How does Business Central fit into the overall Dynamics 365 landscape? Whether you are an ISV partner or a VAR partner, you can use this rich ecosystem to bundle world-class products and services to your customers that offer a seamless integration with their business applications.

81221 Customization Foundation for Microsoft Dynamics 365 Business Central

[eLearning](#)

This course provides information and demonstrations about the development environment and basic objects of Microsoft Dynamics 365 Business Central. Students will explore Visual Studio Code and the fundamentals of building Extensions in Microsoft Dynamics 365 Business Central. The course starts with introducing essential knowledge about Visual Studio Code and continues with explaining the Table object and how to make Table Extensions. The course then continues with explaining the Page Object and how to make Page Extensions. This course is a starting point for students who want to learn how to customize Microsoft Dynamics 365 Business Central.

81222 Application Foundation for Microsoft Dynamics 365 Business Central

[eLearning](#)

In this course we continue with exploring the development environment and language of Microsoft Dynamics 365 Business Central. To write code, we use Application Language as the programming language. This course will focus on the statements and functions, which allow you to read, write and change data. We will also discuss built-in and creating custom functions, variables, arrays, and lists. We will also look at another basic object in Microsoft Dynamics 365 Business Central, the CodeUnit. We will end this course discussing Events and the ability to use translation files.

81223 Data Management Foundation for Microsoft Dynamics 365 Business Central

[eLearning](#)

In this course, you will learn how to handle reading and writing files and working with streams. We will also discuss the XMLPort object, which is used to import and export data via XML or Text files. This course also discusses the Query object, how to join and filter data from different tables, to export this data to XML or CSV, display the data in a chart, or use this data for an OData Web Service.

81224 Reporting in Microsoft Dynamics 365 Business Central

[eLearning](#)

This course will help students understand how to create reports for Microsoft Dynamics 365 Business Central. It starts by explaining the building blocks of the report dataset and different layouts. You will learn the report design process, starting from creating the dataset, request page and different layouts in RDLC and Word

81225 Essential Development Standards for Microsoft Dynamics 365 Business Central

[eLearning](#)

This course provides an overview of the functional table types and the data and process model in Dynamics 365 Business Central. Understanding these and the corresponding implementation patterns will make it easier to understand how to extend the application and data model. Master tables, documents and journals are also explained, including some technical design patterns like singleton and number series. Learning these practices and patterns allows you to facilitate data entry by the user according to the standard application behavior.

Introduction to Extensions v2 for Dynamics 365 Business Central

Extend standard functionality and develop an extension in Visual Studio Code

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Set up Visual Studio Code for Dynamics 365 Business Central development

Prepare for creating extensions. Set up Visual Studio, connect to a Source Code Management repository, create a Docker container, and make the most of your Visual Studio Code environment

[Watch on DLP](#)
[Watch on Youtube](#)

Develop in Visual Studio Code for Dynamics 365 Business Central

Prepare for creating extensions. Set up Visual Studio, connect to a Source Code Management repository, create a Docker container, and make the most of your Visual Studio Code environment

[Watch P1 on DLP](#)
[Watch P2 on DLP](#)
[Watch P1 on Youtube](#)
[Watch P2 on Youtube](#)

Setting up a Dynamics 365 Business Central development environment tenant using Docker

Use Docker containers to set up a professional development environment

[Watch on DLP](#)
[Watch on Youtube](#)

Dynamics 365 Business Central sandbox environments for customer scenarios

Review how to put together services to create a customized sandbox for specific client scenarios.

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[Watch on Youtube](#)

PROFICIENT KNOWLEDGE

An introduction to Dynamics 365 Business Central Connect apps

Use Connect apps to integrate with Microsoft Dynamics 365 Business Central using ready-to-use APIs provided through the Microsoft Graph platform. Bundle your services with a Business Central offering and give your customers an integrated experience that increases the value of their investment

[Review](#)
[Watch on DLP](#)
[Watch on Youtube](#)

Resources for publishing Connect Apps

- Getting started with Business Central Connect Apps (Review P1)

[Review P1](#)

- Developing and publishing Business Central Connect apps (Review P2)

[Review P2](#)

Introduction on Dynamics 365 Business Central add-on app

Use add-on apps to build solutions that integrate into the Business Central user experience. And learn how to get your app published on Microsoft AppSource and be successful

[Review](#)

[Watch on DLP](#)

[Watch on Youtube](#)

Additional resources for publishing Addon Apps

- Getting started with Business Central add-on apps (Download P1).
- Technical Checklist for publishing your Add-on Apps (Review T.Checklist)
- Developing and publishing Business Central add-on apps including the marketing checklist for publishing your Add-on Apps. (Download P2)

[Download P1](#)

[Review T.Checklist](#)

[Download P2](#)

Building Apps with Dynamics 365 Business Central

The Building Apps with Dynamics 365 Business Central course is designed for helping solution architects and developers on designing and developing extensions for Dynamics 365 Business Central. Participants will get an overview and in-depth information about the technical aspects involved in designing a great app or extension.

[Workshop](#)

An introduction to the Dynamics 365 Business Central Reselling Capabilities, Provisioning & Lifecycle Management for Business Central tenants

Build tailor-made offerings as part of the rich ecosystem of apps and services

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FOR EXPERTS

Best practices in Visual Studio Code development for Dynamics 365 Business Central

You are developing your IP for Microsoft Dynamics 365 Business Central. Discover some industry best practices and tips and tricks to enhance your development expert

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Design patterns for developing repeatable IP for Dynamics 365 Business Central

Discover some common design patterns to build Business Central and learn how to apply them to your own development to increase your ability to write repeatable software

[Watch on DLP](#)

[Watch on Youtube](#)

Migrate Dynamics NAV C/AL code to Visual Studio Code AL for Dynamics 365 Business Central

You've developed your IP in C/AL and want to move it to Visual Studio Code AL. Learn how to create DELTA files from C/AL objects, and how to migrate those to Visual Studio Code AL object files

[Watch on DLP](#)

[Watch on Youtube](#)

Develop SAAS user experiences for Dynamics 365 Business Central

A successful app has a "SaaSified" user experience. Learn how to lead users to features and provide guidance and contextual information about the most important features for your customers

[Watch on DLP](#)

[Watch on Youtube](#)

Automated testing for Dynamics 365 Business Central apps

To publish an app, you must provide automated testing. Learn about automating testing, not just to publish your app but also to make your development team more professional

[Watch on DLP](#)
[Watch on Youtube](#)

Source Code Management for Dynamics 365 Business Central Apps

Set up Source Code Management and turn your organization into a well-oiled machine

[Watch on DLP](#)
[Watch on Youtube](#)

Self-Monetization Dynamics 365 Business Central Apps

Learn how to self-monetize your app and start making money right away.

[Watch on DLP](#)
[White Paper](#)
[Sample code](#)
[Watch on Youtube](#)
[eLearning](#)

81226 Extending the Posting Functionality for Microsoft Dynamics 365 Business Central

This course provides detailed information about extending posting in Microsoft Dynamics 365 Business Central, including the posting process and the tables which are involved. It also covers the code units that are responsible for posting the data, the navigation functionality and the statistics pages which provide a structured overview on the posted data.

[eLearning](#)

81228 Interfacing for Microsoft Dynamics 365 Business Central

In this course, you will learn how to connect Microsoft Dynamics 365 Business Central with external applications via Web and OData Services. To access REST services from within Microsoft Dynamics 365 Business Central, you can use the new HTTP and JSON classes. This course also introduces Azure Functions, to host external .NET code, and handle Control Add-Ins with JavaScript. Finally, we will connect Microsoft Dynamics 365 Business Central with Microsoft Flow and Microsoft PowerApps.

[Watch on DLP](#)
[Watch on Youtube](#)

Move your code to events with Dynamics 365 Business Central

Use events in your AL code, and move your existing IP into events. Find out how to make your IP extensible by exposing your own events

Structured development methodology in Dynamics 365 Business Central

Streamline your development methodology and explore important best practices to bring your organization to a professional level

[Watch on DLP](#)
[Watch on Youtube](#)

Cloud Solution Provider for Developers

For partners in the CSP program interested in the Partner Center SDK and the Partner Center REST API (including those using the previous CREST API), this course consists of multiple, 10-60 minute, video lessons and demos. It includes self-paced, hands-on labs located at <http://aka.ms/pcsdhol>

[Review](#)

Test Drive Experience for Dynamics 365 Business Central

Learn how-to create a Test Drive Experience with an App Extension solution.

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The “Ready to Go” Online learning for application consultants

GETTING STARTED

Microsoft Dynamics 365 Business Central capabilities

Learn more about the Microsoft Dynamics 365 Business Central capabilities

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81229 Deploy and Configure Microsoft Dynamics 365 Business Central

This course leads students through the deployment and configuration process of Microsoft Dynamics 365 Business Central. It explains how to get a subscription and how to set up a demo environment. The course also provides the knowledge to install the product on a mobile device, how to create a company with your own data and how to migrate data. It also explains how to set up users and email, how to assign permission sets, and how to set up important reporting functions, such as Power BI.

[eLearning](#)

PROFICIENT KNOWLEDGE

81242 Financial Essentials in Microsoft Dynamics 365 Business Central

This course describes how to set up and manage a company's financial activities in Microsoft Dynamics 365 Business Central.

[eLearning](#)

81244 Trade in Microsoft Dynamics 365 Business Central

This course provides you with the knowledge and skills to handle the purchase, sale and return of inventory. You will learn how to manage sales and purchase transactions, including prices and discounts, item charges and order promising. Requisition management will be covered, as well as returns management and customer service features.

[eLearning](#)

81233 Inventory Management in Microsoft Dynamics 365 Business Central

This course provides detailed information about inventory management features and capabilities, including inventory control, reservations, order tracking, managing inventory at multiple locations, managing location transfers, assembling items, basic warehousing, and item tracking using serial and lot numbers

[eLearning](#)

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81220 Application Setup in Microsoft Dynamics 365 Business Central

[eLearning](#)

This course provides students with the tools to implement and maintain cross-application setup data after the system components are installed. The focus is on the application-oriented work involved in setting up and maintaining company-wide rules, data, and users.

81226 Extending the Posting Functionality for Microsoft Dynamics 365 Business Central

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This course provides detailed information about extending posting in Microsoft Dynamics 365 Business Central, including the posting process and the tables which are involved. It also covers the code units that are responsible for posting the data, the navigation functionality and the statistics pages which provide a structured overview on the posted data.

81227 Role Tailoring and UI Design for Microsoft Dynamics 365 Business Central

[eLearning](#)

This course provides detailed information about role tailoring and UI design, including how to build a role center, assisted setup and wizard pages, using the user interface to send notifications, and the application area feature and how to extend it

GDPR Resources for Dynamics 365 Business Central

[Review](#)

The General Data Protection Regulation (GDPR) is fundamentally about protecting and enabling the privacy rights of individuals.

[Download](#)

FOR EXPERTS

81243 Finance Advanced in Microsoft Dynamics 365 Business Central

[eLearning](#)

This course provides knowledge and insight into the financial management application setup process. The focus is on advanced financial functions within the organization such as Intrastat, multicurrency, cost accounting, cash flow forecast, E-Services and document management, budgets, XBRL, financial reporting, and the VAT rate change tool.

Advanced Dynamics 365 Business Central Trade for Consultants

[Workshop](#)

This course provides knowledge and insight into the trade and inventory management application area in Microsoft Dynamics 365 Business Central. The focus is on the most important trade related settings and functions, such as selling and purchasing items and services, controlling inventory, item price and discount management, and requisition management. It also covers important inventory

functions such as item tracking, assembly management and location transfers.

Advanced Dynamics 365 Business Central Finance for Consultants

[Workshop](#)

This course provides knowledge and insight into the financial management application area in Microsoft Dynamics 365 Business Central. The focus is on both basic and more advanced financial functions within the organization such as the chart of accounts, cash management, processing invoices, OCR, cash flow forecasting, cost accounting, financial reporting, and the year-end closing process.

The “Ready to Go” Online learning for presales

GETTING STARTED

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Compelling Prospect Conversations

[Watch on DLP](#)

How to have compelling conversations with prospects on Microsoft Dynamics 365 Business Central

Setting up your demo environment

[Watch on DLP](#)

Get started enabling demos for Microsoft Dynamics 365 Business Central, including setting up a demo with a Business Central Trial

The Partner Sales Playbook

[Download 1](#)

Twenty preconfigured, scripted demo scenes built around Business Central. Choose between full click-through assistance (download 1) and non-click-through assistance (download 2)

[Download 2](#)

Microsoft Dynamics 365 Business Central capabilities

[Review](#)

Learn more about the Microsoft Dynamics 365 Business Central capabilities

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Demo: Drop Ship Sales Order	Watch on DLP Watch on YouTube
Demo: Enter a Sales Order from Mobile Device	Watch on DLP Watch on YouTube
Demo: Intercompany Transactions	Watch on DLP Watch on YouTube
Demo: Manage Existing Job	Watch on DLP Watch on YouTube
Demo: Manage Inventory	Watch on DLP Watch on YouTube
Demo: Multiple Company	Watch on DLP Watch on YouTube
Demo: Opportunity to Quote	Watch on DLP

	Watch on YouTube
Demo: Order to Cash from Business Central	Watch on DLP Watch on YouTube
Demo: Order to Cash from Dynamics 365 Sales	Watch on DLP Watch on YouTube
Demo: Procure to Pay	Watch on DLP Watch on YouTube
Demo: Reconcile Bank	Watch on DLP Watch on YouTube
Demo: Setting up a New Company	Watch on DLP Watch on YouTube
Demo: The Accountant	Watch on DLP Watch on YouTube
Demo: The Bookkeeper	Watch on DLP Watch on YouTube
Demo: The External Accountant	Watch on DLP Watch on YouTube
Demo: The Marketing Manager	Watch on DLP Watch on YouTube
Demo: The Owner	Watch on DLP Watch on YouTube
Demo: The Project Manager	Watch on DLP Watch on YouTube
Demo: The Sales Manager	Watch on DLP Watch on YouTube
Demo: The Sales Representative	Watch on DLP Watch on YouTube

Microsoft Dynamics 365 Blitz

The pace of technological change makes it imperative to stay informed about the latest digital transformation innovations coming from Microsoft Dynamics 365 that benefit your customers. Review the Microsoft Dynamics Blitz sessions to hear product specialists share their knowledge about the latest Microsoft Dynamics 365 offers and learn about what's new and what's coming as well as the latest in industry, services and readiness enhancements. Continue your learning with the Blitz On-Demand sessions through the year. We're excited to share these innovations with you! Please check back often to access the latest Microsoft Dynamics 365 Readiness New Release assets.

Some highlighted sessions:

- Unifying Dynamics 365 Business Central and the One Microsoft Story
- Enabling Quote to Cash by Unifying Dynamics 365 Business Central with Dynamics 365 for Sales
- Building Business Process Flows in Dynamics 365 Business Central with Microsoft Flow and PowerApps
- Advanced Analytics and Intelligence with Power BI and Microsoft Flow

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The “Ready to Go” Online learning for sales

GETTING STARTED

Overview of Dynamics 365 Business Central

This recording outlines the value of Business Central. Business Central offers great value because it integrates with other Microsoft cloud services including Office 365 and can be customized or extended for specific industry needs with PowerApps, Microsoft Flow and Power BI.

[Watch on DLP](#)

Compelling Prospect Conversations

How to have compelling conversations with prospects on Microsoft Dynamics 365 Business Central

[Watch on DLP](#)

Core marketing bill of materials

An extensive bill of material for Dynamics 365 Business Central

[Review](#)

- Conversation guides
- Pitch decks
- Messaging and positioning frameworks
- Capability guides
- Demand generation toolkit
- A Series of eBooks
- Infographics
- Branding guidelines
- Many more...

Dynamics 365 Business Central Solution Pitch Deck

Pitch the value of Dynamics 365 Business Central to prospects and explain how the application helps businesses connect their people and processes, make smarter decisions, and fuel business growth

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Search customer stories

Find customer reference stories for Dynamics 365 Business Central on <http://customer.microsoft.com>

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Microsoft Dynamics 365 Business Central capabilities

Learn more about the Microsoft Dynamics 365 Business Central capabilities

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Cloud Solution Provider Program

Microsoft Dynamics 365 Business Central is only sold through the Cloud Solution Provider (CSP) program

[Homepage](#)

[Direct/Indirect model](#)

[Support options](#)

Microsoft Dynamics 365 Business Central Licensing topics

Learn more about the Licensing and pricing of Microsoft Dynamics 365 Business Central. The information on this page includes licensing decks, licensing guide, FAQs, transition guides, toolkits and many more.

[Review](#)

[Join the conversation](#)

Cloud SureStep Accelerated Selling

[Review](#)

The Cloud SureStep Accelerated Sales Process is built around the needs of the modern buyer and endeavors to trigger an emotional, experience-driven Strategic Tipping Point early in the selling process. This series of videos and resources explain a prescriptive selling process that is specifically designed to counter the traditional resource intensive, “demo-oriented” solution sales approach that typically leads to highly customized product demonstrations, complex sales cycles and long implementation projects. The library of resources includes a number of customizable templates so you may create your own set of sales assets to support accelerated selling.

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The “Ready to Go” Online learning for marketers

GETTING STARTED

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Core marketing bill of materials

[Review](#)

An extensive bill of material for Dynamics 365 Business Central

- Pitch decks
- Messaging and positioning frameworks
- Capability guides
- Demand generation toolkit,
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- Branding guidelines.
- Many more...

Compelling Prospect Conversations

[Watch on DLP](#)

How to have compelling conversations with prospects on Microsoft Dynamics 365 Business Central

Dynamics 365 Business Central Sales Guide

[Download](#)

Overview of the target audience, common pain points, elevator pitch, capabilities, high-level competitive differentiation, and FAQs

Search customer stories

Find customer reference stories for Dynamics 365 Business Central on <http://customer.microsoft.com>

[Review](#)

Microsoft Dynamics 365 Business Central capabilities

Learn more about the Microsoft Dynamics 365 Business Central capabilities

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Marketing in a cloud world

The “Ready to Go” Online learning for business decision makers

GETTING STARTED

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[Watch on DLP](#)

Compelling Prospect Conversations

How to have compelling conversations with prospects on Microsoft Dynamics 365 Business Central

[Watch on DLP](#)

Building a profitable cloud practice

Transitioning to a business model built on recurring revenue poses unique challenges for partners. This series of short videos provides insight to some of the financial impacts of moving to the cloud and instruction for using the associated tools to assess the right cloud solution offering to meet your business objectives.

[Review](#)

Partner profitability model whitepaper

Model profitability opportunity with Dynamics 365 Business Central

[Download guide](#)

[Transition Scorecard](#)

[Financial modeler](#)

An Introduction to Cloud SureStep for Microsoft Dynamics

Cloud SureStep for Microsoft Dynamics is a partner enablement initiative designed to assist partners in building strong, repeatable practices and offerings for customers seeking cloud-based solutions. These videos provide insight to how customers engage in the cloud and compelling arguments for why a comprehensive solution from Microsoft will enable you to compete effectively in a cloud-first, mobile-first world

[Review](#)

10 steps to Launch Business Central

Creating a new cloud solution is only one important aspect of bringing a new product to market. While your technical team is busy working, there are critical

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activities that marketing can begin months prior to release. This webinar identifies the 10 most critical marketing steps needed to successfully prepare for and launch your new Business Central solution.

Vertical go-to-market strategy

Business Central presents an incredible opportunity for you to bring a highly competitive vertical solution to market. In this session, you will learn the importance of a vertical go to market strategy and how taking a targeted and focused industry approach can help you differentiate your offerings, increase margins and acquire new long-term customer

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Increasing digital engagement

Most partners have a 63% bounce rate on their home and landing pages. In this marketing session you will learn how to leverage the basic principles of neuromarketing to create new high-impact emotional content and messaging and convert reluctant website visitor

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Packaging & Pricing Strategies Business Central

This session is designed to help your kick-start and/or, improve your cloud pricing and packaging process. Accelerating the acquisition of new cloud customers requires a shift away from traditional time and materials-based project pricing towards offering packaged solutions which include both subscription licenses and bundled services. In this webinar you will learn specific best practices and tactics to help you price your repeatable offerings and shorten the decision-making process.

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Taking the Risk Out of Designing a New Cloud Solution

Jumping into offering a new cloud solution can feel risky and expensive. This session walks you through a rapid minimum viable product design process which allows you to reduce risk, validate the market opportunity and get your initial cloud offering to market quickly

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Optimizing Business Central Cloud Sales Process Accelerated

Please join Mark as he discusses how to partners can optimize their sales motions to align with Dynamics 365 Business Central value proposition.

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Optimizing the Depth Sales Process for Business Central

There are three primary Business Central buyer profiles, and each requires a unique repeatable sales approach. The four phase Depth sales approach supports the more complex Business Central opportunities that require on-site prospect engagement, and that inherently drive larger services projects. This webinar describes the differences between accelerated and a depth prospect profiles, as well as the primary strategy and supporting tactics that lead to high win-rates and low customer acquisition costs.

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Sourcing, Hiring and Onboarding Cloud Sales Professionals

[Watch on DLP](#)

The sales skills required to sell traditional on-premise NAV projects are very different from those required to sell Business Central solutions in the cloud. Deal volume will increase, sales cycles will accelerate, and average deal size will decline. As a result, sales costs must come down. This webinar reviews the core competencies and skills to look in a cloud sales professional, how to test candidates during the selection process, and how to accelerate time-to-revenue once they join your team.

Supporting materials for your Business Central Go To market strategy

[Download](#)

- Microsoft Dynamics 365 Business Central Compensation Guide
- Microsoft Dynamics 365 Business Central Sales Professional Hiring Guide
- Dynamics 365 Business Central Sales Professional Onboarding Guide
- Dynamics 365 Business Central Accelerated Sales Process
- Business Central Accelerated Sales Guide
- Dynamics 365 Business Central Depth Sales Process
- Dynamics 365 Business Central Depth Sales Process Guide
- Dynamics 365 Business Central Industry Insight Guide
- Dynamics 365 Business Central Prospect Engagement Guide
- Dynamics 365 Business Central Emotional Discovery Guide
- Business Central Engagement Plan
- Dynamics 365 Business Central Alignment E-mail Guide
- Dynamics 365 Business Central Demonstration Plan Guide
- Dynamics 365 Business Central Proposal Presentation Guide
- Dynamics 365 Business Central Proposal Presentation Example
- Dynamics 365 Business Central Solution Proposal Guide
- Dynamics 365 Business Central Solution Proposal Template

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