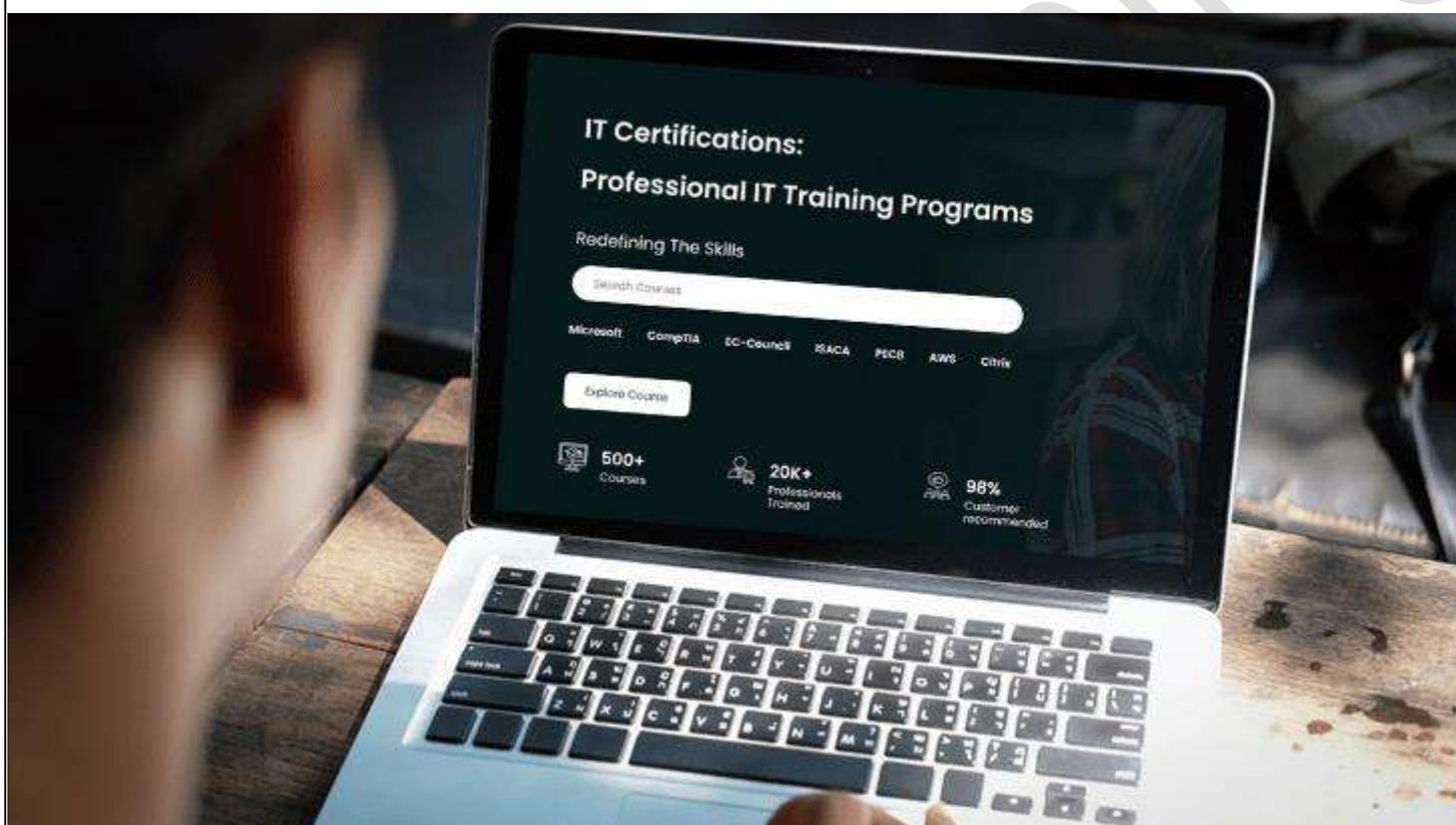




Redefining The Skills



# **MB-220T00: MICROSOFT DYNAMICS 365 MARKETING TRAINING**

**Duration: 4 Days**

### **Course Description**

In this course, professionals will learn about managing the marketing application to drive its growth. It also includes lead management, page segmentation, marketing forms, and email marketing messages.

The skills that professionals will learn from this course include configuring an advanced setting. Professionals will also learn how to manage marketing content, templates, and integrations.

The professionals will also create and manage leads. As the course is for IT professionals, it offers Professionals a chance to find a tempting job as a marketing professional in many businesses. Professionals will also find the job role of a functional consultant of a business.

This training helps you prepare for the "Exam MB-220: Microsoft Dynamics 365 Marketing".

This course is based on the objectives of the course version MB-220T00-A.

### **Training Exclusives**

- Live instructor-led interactive sessions with Microsoft Certified Trainers (MCT).
- Access to Microsoft Official Courseware (MOC).
- Real-time Virtual Lab Environment.
- Experience 24\*7 Learner Support.
- Self-paced learning and flexible schedules.

### **Who should attend this course?**

This course is designed for IT or marketing professionals who want to learn how to leverage Dynamics 365 Marketing for businesses.

### **What you will learn**

- Configure advanced settings
- Create and manage leads
- Create and manage segments
- Set up and launch customer journeys
- Create and manage events
- Distribute and analyze surveys
- Manage marketing content, templates and integrations
- Design and create marketing forms and pages

### **Prerequisites**

Basic Knowledge of the Dynamics 365 platform and an understanding of basic marketing principles.

### **What Exam Do I Need To Get Certified?**

- Exam MB-220

## **Curriculum**

### **Module 1: Configure Dynamics 365 Marketing**

In this module, you will learn about setting up your Marketing instance and configuring advanced settings.

#### **Lessons**

- Set up and manage Dynamics 365 Marketing
- Configure marketing settings

After completing this module, you will be able to:

- Set up your Marketing application.
- Configure advanced settings such as organization, business management, and content.

### **Module 2: Manage segments and lists**

This module will review how to create, manage, and use segments and subscription centers.

#### **Lessons**

- Create and manage segments
- Create and manage subscription centers and lists

After completing this module, you will be able to:

- Create and manage segments.
- Create and manage subscription centers.

### **Module 3: Manage marketing forms and pages**

This module will cover how to create marketing forms and pages.

#### **Lessons**

- Manage forms
- Manage marketing pages

After completing this module, you will be able to:

- Create marketing forms and embed them on marketing pages.
- Create a marketing page.
- Preview, validate and go live with a marketing page.
- Create marketing form and page templates.

### **Module 4: Manage leads, accounts, and contacts**

This module will cover how to manage customers as accounts or contacts, and how to nurture them through the lead lifecycle.

#### **Lessons**

- Create and manage leads
- Manage accounts and contacts

After completing this module, you will be able to:

- Track customers as accounts or contacts.
- Create a lead and convert it to an opportunity.
- Manage leads through the lead lifecycle.

## **Module 5: Manage marketing emails and customer journeys**

This module will cover how to create email messages and customer journeys in Dynamics 365 Marketing.

### **Lessons**

- Create marketing emails
- Create customer journeys

After completing this module, you will be able to:

- Create and design email messages.
- Preview, validate and go live with email messages.
- Save an email message as a template.
- Create a customer journey.

## **Module 6: Manage events**

This module will review the customer journey creation process.

### **Lessons**

- Create an event
- Create a webinar event
- Promote and manage events

After completing this module, you will be able to:

- Create an event.
- Create a webinar event using Teams as a webinar provider.
- Promote an event.
- Manage the event website.
- Configure events settings.

## **Module 7: Create surveys with Dynamics 365 Customer Voice**

This module will demonstrate how to create and distribute surveys to customers.

### **Lessons**

- Create a survey project
- Create surveys with Dynamics 365 Customer Voice
- Send Dynamics 365 Customer Voice surveys

After completing this module, you will be able to:

- Manage surveys using projects.
- Create a survey.
- Personalize a survey.
- Distribute a survey to customers.

## **Module 8: Analyze insights in Dynamics 365 Marketing**

In this module, you will learn about using insights functionality to view and analyze data related to your marketing initiatives.

### **Lessons**

- Evaluate marketing initiatives with analytics



After completing this module, you will be able to:

- Use insights to make decisions about marketing efforts.
- Score leads.
- View insights related to customer journeys and email messages.

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