

Dynamics – Courses and New Training

NAV & AX Light User Promotional Offer webcast **Friday April 1 10am 11 am** [Register here](#)

Introduction to the NAV Light User Promotion; Terms and conditions and Partner materials

MSSP – Microsoft solutions sales process A NEW portal from SPI whose proven methodologies, training and enablement programs, technology platforms, and professional services help our clients transform their revenue engines to market and sell high-value solutions – enabling them to build a lasting foundation for sustained top-line growth.

Also available is Virtual MSSP classes delivered to you over 3 days at 2 hours per session (the elearning is a pre-requisite) \$500 [Click here for MSSP online training](#)

CRM:

CRM Roadshows – Reading 9th May, Edinburgh may 17th, Manchester 19th May

Quarterly update for the Microsoft Dynamics CRM community.

[Click here to Register](#)

How to Sell CRM Solutions –Manchester April 6th

A comprehensive introduction to selling Dynamics CRM and a sound refresher for those who have had involvement previously.

[Click Here to Register](#)

CRM: new online materials and CRM Learning Plan [CRM 2011 learning plan](#)

What's New in Microsoft Dynamics CRM 2011 (80289AE) [E-Learning](#) | [Training Materials](#)

This E-Learning course provides customers and partners with early access to content on the new features and functionality of Microsoft Dynamics® CRM 2011 prior to the product GA of April 1, 2011. The objective of this training is to explain the new features and functionality found in Microsoft Dynamics CRM 2011.

Microsoft Dynamics CRM 2011 Install and Upgrade New Features - Part 1 of 2 [PLC Link](#)

In this on demand course, you will learn the new Installation, Upgrade and Setup features included in Microsoft Dynamics CRM 2011. These features include: SharePoint Integration.

New! Microsoft Dynamics CRM 2011 Install and Upgrade New Features – Part 2 of 2 [PLC Link](#)

In this on-demand course, partners will learn the new Installation, Upgrade and Setup features included in Microsoft Dynamics CRM 2011. These features include IFD and Claims Authentication. Duration is 1-hour.

ERP:

Sales, Presales and Marketing for Microsoft Dynamics AX 2012 **Reading May 25th**

This packed and exciting 1 day agenda has been designed to maximise your time investment covering the key high level sales, presales and marketing messaging for the Microsoft Dynamics AX 2012. Addressing the needs of those within the sales environment it will cover business scenarios, value proposition, roadmap update, pricing & licensing and high level overview, BDM and TDM killer demos. The day will be presented by key individuals from the UK Microsoft Dynamics team, enabling you to network both with the team and your peers.

[Click here to Register](#)

How to Sell ERP Solutions – Manchester April 5th

A comprehensive introduction to selling Dynamics ERP and a sound refresher for those who have had involvement previously.

[Click here to Register](#)

Microsoft NAV:

- [Microsoft Dynamics NAV 2009 R2 Hot Topic: Overview](#)
- [Microsoft Dynamics NAV 2009 R2 Hot Topic: Role Tailored Client for Remote and Roaming Users](#)
- [Microsoft Dynamics NAV 2009 R2 Hot Topic #6: Online Payments Service for Microsoft Dynamics](#)
- [Effectively Selling Microsoft Dynamics NAV 2009](#)

Sales Skills:

Selling Business Value 1 – available online

You will be introduced to the concept of selling business value, an approach that emphasizes delivering sustainable business results. [Click here to Register](#)

Demo2Win – Reading April 12th & London May 5th

A 1-day skills oriented workshop for Microsoft Partners who present and demonstrate Microsoft Dynamics solutions to improve your skills. [Click here to Register](#)

Discovery2 Win – Reading April 13th & London May 6th

This course is designed to act as a follow on from the Day 1 Demonstrating 2 Win course and will help presales and sales individuals form structure around their discovery sessions with prospects prior to demonstrations. It introduces some different techniques for information gathering and allows the attendees to apply these through a series of exercises [Click here to Register](#)

Value2 Win – Birmingham April 8th & Reading May 6th

This course will provide an opportunity to improve skills that will help you sell the value of your solution throughout the sales cycle. Unparalleled teamwork between sales team members. Competitively differentiated value selling approach. [Click here to Register](#)

Dynamics Competencies

[Customer Relationship Management](#)
[Enterprise Resource Planning](#)

Dynamics Learning Paths

[Microsoft Dynamics AX](#)
[Microsoft Dynamics CRM](#)
[Microsoft Dynamics CRM Online](#)
[Microsoft Dynamics GP](#)
[Microsoft Dynamics NAV](#)
[Microsoft Dynamics SL](#)

HarnessIT Dynamics Practice development [click here](#)

[Learning Plans by Role](#)

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[Firebrand - Technical Courses for certification/competency](#)

UK Product Team Blogs

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Dynamics GP for Developers [Website](#) | [RSS](#)

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