

Partner Enablement Newsletter



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[Industry Cloud](#) | [SMB Resellers](#) | [Other Resources](#)

Microsoft AI Partner Training Roadshow

Microsoft AI Partner Training Roadshow

**New Dates*

Open to all partners

Invite your Microsoft partners to hear about the latest trends and technology in the era of AI, with expert guidance from Microsoft executives and industry leaders like AMD. Check out product demonstrations and hear stories of AI deployments. Deep dive into the skills needed to pitch Microsoft's AI and Copilot capabilities to your customers globally and get hands-on experience with the technology to drive successful implementations.

- Build skills needed for the era of AI: Accelerate your AI and Copilot technical and sales capabilities.
- Choose your AI adventure: Choose one of four AI or Copilot tracks designed to help you master AI technical implementation and drive AI sales success.
- Get expert guidance: Connect with Microsoft AI technical and sales experts across generative AI, cloud-scale data, and app development.

March 1, 2024

Hyderabad, India

March 19, 2024

Bengaluru, India

May-June TBC

Tokyo, Japan

May 15, 2024

Santa Clara, USA

Registration opens March 4

May 23, 2024

Munich, Germany

Registration opens March 11

[Register here](#)

Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

Copilot for Microsoft 365 Pre-Sales & Technical Bootcamp

**New Dates*

Open to all partners

Join Microsoft experts on a journey to explore how Copilot for Microsoft 365 provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

March 26-28, 2024

April 23-25, 2024

PST/PDT, GMT, IST

May 21-23, 2024

June 18-20, 2024

[Register here](#)

CSP Masters Sales Bootcamp: Copilot for Microsoft 365

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This training will be focused on building a practice and landing your first sale with Copilot for Microsoft 365.

March 5, 2024

April 10, 2024

PST/PDT

March 12, 2024

April 17, 2024

IST

[Register here](#)

CSP Masters Pre and Post-Sales Technical Bootcamp: Copilot for Microsoft 365

**Updated Dates*

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This technical training will be focused on learning how to deploy and manage your first Copilot for Microsoft 365 customer.

March 20, 2024
April 24, 2024
PDT

March 27, 2024
May 1, 2024
IST

[Register here](#)

Build and Extend AI-powered Copilots with Microsoft Copilot Studio Workshop

Hands-on Labs are exclusive to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Microsoft Copilot Studio lets you create powerful AI-powered copilots for a range of requests. Learn how you can build and extend these copilots, boot their capabilities with AI and extend them to perform actions, and provide answers for your copilot users.

March 5-7, 2024
PST

[Register here](#)

Trainings visible once registered.

On-demand Trainings

Microsoft Copilot for Security Partner Boot Camp

[Register here](#)

Microsoft Copilot for Service Workshop

[Register here](#)

Microsoft Copilot Partner Bootcamp

[Register here](#)

Microsoft Dynamics 365 Customer Service Copilot Workshop

[Register here](#)

Sales Enablement

FY24 High Volume Acceleration Program: Advanced

Open to all Business Applications partners

Learn to drive customer ads and more license revenue. Don't miss the upcoming High Volume Acceleration program. 8 weeks of live sessions, coaching and hands on implementation of best practices. Starting **March 4, 2024** and running for 8 weeks.

[Register here](#)

Data and AI Partner Sales Strategy Training

Open to all partners

This three-day training is ideal for any Data and AI consultants and advisors, account execs, sales leaders, Microsoft practice leads and sales specialists looking to understand Microsoft's Data and AI product portfolio, sales strategies and GTM programs to help customers succeed in their AI journey.

March 5-7, 2024

CET

[Registration](#)

CSP Masters Sales Bootcamp: Copilot for Microsoft 365

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This training will be focused on building a practice and landing your first sale with Copilot for Microsoft 365.

March 5, 2024

April 10, 2024

PST/PDT

March 12, 2024

April 17, 2024

IST

[Register here](#)

Microsoft Cloud Executive Enablement Series

New episodes focus on AI, Industry, and Enterprise Applications

We're happy to announce the launch of Series 3 and 4 of the Microsoft Cloud Executive Enablement Series. This video and podcast series first debuted in May 2023, granting partners exclusive access to insights from top executives and experts at Microsoft around the latest trends and technologies in the cloud industry.

Series 3 takes a closer look at the value and potential created by AI and enterprise applications. **Series 4** then dives into the AI opportunity that exists across priority industries: manufacturing, retail, healthcare, and more. All this content helps guides partners in understanding the extensive scope, profound depth, and advantageous business opportunities presented by Microsoft AI and Cloud solutions.

New episodes will go live each Wednesday, starting January 10 through mid-April. As always, each episode will be available in video and podcast format. Please give each episode a watch or listen and share with your teams and partners.

- **Video:** [Microsoft Cloud Executive Enablement Series](#)
- **Podcast:** [Microsoft Cloud Executive Enablement Series](#)

On-demand Sales Content

-
[Register here](#)

Trainings visible once registered.

Available Trainings

- SMB Sales Bootcamp
- Microsoft Copilot Partner Bootcamp
- FY24 Solution Play Sales Bootcamp
- Microsoft Low Code Sales Bootcamp
- High Volume Acceleration Program
- Solution Play Enablement

Sales Bootcamps

Help learners become proficient at starting sales conversations, solving customer challenges, pitching Microsoft cloud value, and overcoming objections by showcasing real-time customer benefits.

- Sales Acceleration Bootcamp
- Do More with Less Sales Bootcamp
- Azure Sales Bootcamp
- Modern Work Bootcamp
- Security Bootcamp
- Business Applications Bootcamp

*On-demand Coming Soon

Other On-demand Trainings

FY24 High Volume Acceleration Program: Fundamentals
Cloud Endpoints Sales Bootcamp

[Register here](#)
[Register here](#)

Azure

MAICPP Designation: Certification enablement

Azure and Security Cloud Week for Partners

**New Training*

Labs will be available to a limited number of Microsoft partner participants. Invitations to the labs will be issued on a first-come, first-served basis.

This immersive week-long virtual event is your ticket to mastering the intricacies of Azure AI, data science, infrastructure, virtual desktop solutions, cybersecurity, security operation analysis, information protections, and identity and access administration solutions. Each day you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

April 15-19, 2024

PDT, CEST, CST

[Register here](#)

Azure AI Cloud Week for Partners

This immersive week-long virtual event is your ticket to mastering the intricacies of Azure AI, data science, infrastructure, and virtual desktop solutions. Each day you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

On-demand

[Register here](#)

On-demand certification prep content

Modular Training Videos

This content is derived from Microsoft Official Curriculum and presented in a modular format for each certification course.

[Register here](#)

Depth enablement

Uncover new insights, learn about key considerations, and find ways to support customer business challenges with Depth Workshops. Offered as intermediate to advanced technical training and taught by experienced technical professionals, each workshop focuses on a specific topic to help drive deep skills applications across priority solution plays.

Microsoft Fabric Workshop

**New Date*

Open to all partners

Learn more about this comprehensive suite of services, including data lake, data engineering, and data integration, all in one place. Learn how to implement this easy-to-use product that is designed to simplify analytics needs of enterprises.

March 4-7, 2024

GMT

April 8-11, 2024

IST

[Register here](#)

Trainings visible once registered.

Azure OpenAI Workshop

Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Deepen your understanding of Azure OpenAI Services, tailored for developers and data scientists aiming to do more with less.

March 6-8, 2024

IST, GMT, PST

[Register here](#)

Trainings visible once registered.

Build and Modernize AI Apps on Azure Workshop

Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Learn to leverage the power of Microsoft Azure's Apps, Data and AI solutions to modernize and build intelligent apps focusing on internal business critical applications and external customer-facing apps.

March 11-14, 2024

IST, GMT, PDT

[Register here](#)

Trainings visible once registered.

Migrate and Secure Workloads to Azure Workshop

Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Learn how to design a migration strategy to help your customers migrate their on-premises workloads to Azure using the guidance provided by Microsoft Cloud Adoption Framework for Azure.

March 18-21, 2024

PDT

[Register here](#)

Trainings visible once registered.

On-demand Azure Depth Trainings

Instructor-led intermediate to advanced technical training with technical experts. Uncover new insights, learn about architecture and implementation considerations, and find innovative ways to support business challenges.

[Register here](#)

Trainings visible once registered.

Available Trainings

- GitHub Partner Boot Camp*
- Build and Modernize AI Apps on Azure Workshop
- Microsoft Fabric Workshop
- Azure OpenAI Workshop
- Azure Kubernetes Service (AKS) Workshop
- Migrate and Secure Workloads to Azure Workshop
- Azure VMWare Solution Partner Boot Camp
- Analytics and AI Boot Camp – Azure AI Track
- Analytics and AI Boot Camp – Fabric Track
- Enlighten your Apps with Cognitive Capabilities and AI Services
- ML and ML-Ops with Azure Machine Learning Service
- Azure Load Testing Technical Webinar
- Azure AI Boot Camp
- Azure Networking and Network Security Boot Camp
- Innovate Across Hybrid with Azure Arc Boot Camp
- Extend and Innovate SAP with Cloud Services Workshop
- Data and AI | Azure Synapse Analytics
- App Innovation | Modernize .Net Apps
- Infrastructure | Azure Virtual Desktop
- Infrastructure | Migration to Azure
- Well Architected Framework Boot Camp
- Modernize Java App and Data with Azure
- App Innovation Boot Camp

*On-demand Coming Soon

Business Applications

MAICPP Designation: Certification enablement

Business Applications Cloud Week for Partners

Labs will be available to a limited number of Microsoft partner participants. Invitations to the labs will be issued on a first-come, first-served basis.

This immersive week-long virtual event is your ticket to mastering the intricacies of modern analytics and business intelligence, driving efficiencies across business functions, and leveraging low-code tools for customer solutions. Each day you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

MB-820: Microsoft Dynamics 365 Business Central Developer is now available.

March 18-22, 2024

PDT, CET, CST

[Register here](#)

On-demand certification prep content

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[Register here](#)

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FY24 High Volume Acceleration Program: Advanced

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Microsoft Copilot Studio lets you create powerful AI-powered copilots for a range of requests. Learn how you can build and extend these copilots, boot their capabilities with AI and extend them to perform actions, and provide answers for your copilot users.

March 5-7, 2024

PST

[Register here](#)

Trainings visible once registered.

Business Performance Planning and Analytics Bootcamp

**New Training*

Open to all partners

Learn about the latest advancement in Dynamics 365 Finance with Business performance planning and analytics. These powerful tools enable Finance teams to increase productivity by transforming data into actionable insights, helping to improve business performance. Day 1 will be focused on sales and days 2-3 will be focused on pre-sales/technical.

Enroll Now, Date TBC

IST, GMT

[Register here](#)

Trainings visible once registered.

Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights – Journeys Workshop

**New Training*

Hands-on Labs are exclusive to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Gain the knowledge and skills needed to create, manage, and analyze customer

FY24 Customer Success Series

Open to all partners

Learn from our customer success experts about the approach, methodology, insights, and best practices to support your customers' challenges and grow your cloud business.

March 21, 2024 (Session 4)

CET

[Register here](#)

Trainings visible once registered.

journeys using Microsoft Dynamics 365 Customer Insights (Journeys).

March 19-21, 2024

PDT

[Register here](#)

Trainings visible once registered.

On-demand Business Applications Depth Trainings

View on-demand content to deepen your skills through instructor-led training with technical experts. Uncover new insights, learn about architecture and implementation considerations, and find innovative ways to support your customer business challenges.

[Register here](#)

Trainings visible once registered.

Available Trainings

- Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights - Journeys Workshop
- Transform Field Operations with AI and Connected Field Service
- Reimagine Process with AI and Power Automate
- Power Platform | Architecture & Governance
- Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights - Data Workshop
- Innovate with AI & Power Platform
- Optimize Dynamics 365 Implementations with Process-focused Solutions Boot Camp
- Dynamics 365 Customer Service | Copilot
- Dynamics 365 Customer Service | Unified Routing
- FY23 Customer Success Series
- Microsoft Digital Contact Center Platform
- Dynamics 365 Project Operations | Project Accounting
- Dynamics 365 Finance | Cost Accounting
- Dynamics 365 Supply Chain | Warehouse Management
- Microsoft Customer Experience Platform
- Extend Dynamics 365 F&O with Power Platform
- Dynamics 365 Marketing & CI | Personalize Experiences

*On-demand Coming Soon

Other On-demand Trainings

FY24 High Volume Acceleration Program: Fundamentals
Microsoft Copilot for Service Workshop

[Register here](#)

[Register here](#)

Microsoft Dynamics 365 Customer Service Copilot Workshop
Inside the new Dynamics 365 Customers Insights Licensing

[Register here](#)
[Register here](#)

Modern Work

MAICPP Designation: Certification enablement

Modern Work Cloud Week for Partners

Labs will be available to a limited number of Microsoft partner participants. Invitations to the labs will be issued on a first-come, first-served basis.

This immersive week-long virtual event is your ticket to mastering the intricacies of Microsoft Teams management, Endpoint administration, and collaborative communication solutions. Each day you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

March 4-8, 2024
PST, CET, CST

[Register here](#)

On-demand certification prep content

Modular Training Videos

This content is derived from Microsoft Official Curriculum and presented in a modular format for each certification course.

[Register here](#)

Depth enablement

Frontline Worker Partner Technical Bootcamp

Open to all partners

Get the latest product development and technical knowledge to enable you to help your customers deliver a trusted, unified platform for their frontline workforce.

March 6-7, 2024 PST
March 13-14, 2024 IST

[Register here](#)

CSP Masters Sales Bootcamp: Copilot for Microsoft 365

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This training will be focused on building a practice and landing your first sale with Copilot for Microsoft 365.

March 5, 2024

April 10, 2024

PST/PDT

March 12, 2024

April 17, 2024

IST

[Register here](#)

CSP Masters Pre and Post-Sales Technical Bootcamp: Copilot for Microsoft 365

**Updated Dates*

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This technical training will be focused on learning how to deploy and manage your first Copilot for Microsoft 365 customer.

March 20, 2024

April 24, 2024

PDT

March 27, 2024

May 1, 2024

IST

[Register here](#)

Copilot for Microsoft 365 Pre-Sales & Technical Bootcamp

**New Dates*

Open to all partners

Join Microsoft experts on a journey to explore how Copilot for Microsoft 365 provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

March 26-28, 2024

April 23-25, 2024

PST/PDT, GMT, IST

May 21-23, 2024

June 18-20, 2024

[Register here](#)

On-demand Trainings

Unleashing the Power of Cloud PC Windows 365 for IT Pros
Powering Business Growth with Microsoft 365 Lighthouse
Cloud Endpoints Sales Bootcamp
Microsoft Teams Rooms Partner Sales Bootcamp
Microsoft Teams Phone Partner Bootcamp

[Register here](#)
[Register here](#)
[Register here](#)
[Register here](#)
[Register here](#)

Security

MAICPP Designation: Certification enablement

Azure and Security Cloud Week for Partners

**New Training*

Labs will be available to a limited number of Microsoft partner participants. Invitations to the labs will be issued on a first-come, first-served basis.

This immersive week-long virtual event is your ticket to mastering the intricacies of Azure AI, data science, infrastructure, virtual desktop solutions, cybersecurity, security operation analysis, information protections, and identity and access administration solutions. Each day you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

April 15-19, 2024

PDT, CEST, CST

[Register here](#)

Security Cloud Week for Partners

This immersive week-long virtual event is your ticket to mastering the intricacies of cybersecurity, security operation analysis, information protections, and identity and access administration solutions. Each day you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

On-demand

[Register here](#)

On-demand certification prep content

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[Register here](#)

Depth enablement

Uncover new insights, learn about key considerations, and find ways to support customer business challenges with Depth Workshops. Offered as intermediate to advanced technical training and taught by experienced technical professionals, each workshop focuses on a specific topic to help drive deep skills applications across priority solution plays.

Implementing Microsoft Defender for Endpoint Workshop

Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Learn how to enable, configure, and implement Microsoft Defender for Endpoint for its industry-leading optics and detection capabilities and its capabilities to manage Windows and non-Windows platform Endpoints.

March 4-7, 2024

GMT, PST, IST

[Register here](#)

Trainings visible once registered.

Threat Protection and Incident Response with Microsoft Sentinel Workshop

**New Date*

Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Learn how to deploy and connect this SIEM and SOAR solution to different data sources. Learn how to use intelligent security analytics and threat intelligence capabilities for attack detection, threat vulnerability, proactive hunting, and threat response.

March 12-15, 2024

PDT

April 22-25, 2024

IST, BST

[Register here](#)

Trainings visible once registered.

Microsoft Security Immersion Training

Open to all partners

This 1:Many immersion workshop is a comprehensive, level 400 gamified learning experiences that allow participants to take on the role of security analysts in a fictional security breach scenario. These exclusive events are designed to help Microsoft security partners skill their own analysts in a community event.

Americas

Into the Breach, March 20, 2024

EMEA

Into the Breach, March 14, 2024

APAC

Into the Breach, March 14, 2024

Shadow Hunter, April 17, 2024

Shadow Hunter, April 18, 2024

Shadow Hunter, April 18, 2024

[Register here](#)

On-demand Security, Compliance, and Identity Management Trainings

Intermediate to advanced technical sessions designed to drive deep skills applications by experienced technical professionals across priority solution plays.

[Register here](#)

Trainings visible once registered.

Available Trainings

- Microsoft Copilot for Security Partner Boot Camp*
- Get ready for NIS2: Get technically ready to comply with NIS2 requirements and generate new opportunities with Microsoft Security Solutions
- Identity & Access Management with Microsoft Entra Workshop
- Fortify your Data Security with Microsoft Purview Workshop
- Migrating to Microsoft Sentinel Boot Camp
- Microsoft Defender for O365, Identity & CloudApps Boot Camp
- Threat Protection and Incident Response with Microsoft Sentinel Workshop
- Threat Protection and Incident Response with Microsoft SIEM and XDR Boot Camp
- Prepare for New Threats with Microsoft Security Copilot
- Microsoft Entra Updates and Azure AD Renaming Guidelines
- Secure Cloud-Native Applications with Microsoft Defender for Cloud Integrated Solutions
- Implementing Microsoft Defender for Endpoint Workshop
- Security Through the Lens of Zero Trust
- Secure All Things with Microsoft Security Solutions
- Azure Security Management Deep Dive
- Azure Network Security Deep Dive
- Implementing Cloud Security with Microsoft 365 Defender Solutions

Days of the Defender

- Firewall Protection
- Defend Against Threats with Microsoft Sentinel
- Identify & Access Management with Microsoft Entra
- Compliance and Privacy with Microsoft Purview and Priva
- Capture the Flag

*On-demand Coming Soon

Industry Cloud

Implementing Microsoft Cloud for Retail

**New Date*

Open to all partners

Join us for an exciting virtual skilling event: Industry Cloud for Partners: Retail! Led by Microsoft industry specialists, this three-day session will provide you with the capabilities to manage retail data at scale. Improve the customer experience and drive operational efficiency while supporting security, compliance, and interoperability of retail data. With Microsoft Cloud for Retail applications, you can maximize the value of your data, elevate the shopping experience, build a real-time, sustainable supply chain, and empower store associates. Don't miss out on this opportunity to enhance your skills and knowledge.

March 11-13, 2024

May 13-15, 2024

PST/PDT, CST, IST

[Register here](#)

Implementing Microsoft Cloud for Healthcare

Open to all partners

Healthcare is a virtual skilling event led by Microsoft industry specialists. The week-long session will provide advanced knowledge of four priority healthcare scenarios for implementing solutions and their capabilities. Analyze customer use cases, learn how to communicate with customers about the features and benefits of Microsoft Cloud for Healthcare (MC4H) and Azure Health Data Services (HDS), then learn how to implement them.

April 22-24, 2024

PDT, CST, IST

[Register here](#)

Implementing Microsoft Cloud for Sustainability

**New Date*

Open to all partners

Sustainability is a virtual skilling event led by Microsoft industry specialists. The two-day sessions will provide you with sustainability concepts and how the business thinks about tracking and reporting emissions. Gain advanced knowledge to implement Microsoft Cloud for Sustainability in various customer scenarios and become proficient at configuring the features of Microsoft Sustainability Manager.

April 29-30, 2024

PDT, CST, IST

[Register here](#)

SMB Resellers

Business Applications Cloud Week for Partners

Labs will be available to a limited number of Microsoft partner participants. Invitations to the labs will be issued on a first-come, first-served basis.

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MB-820: Microsoft Dynamics 365 Business Central Developer is now available.

March 18-22, 2024

PDT, CET, CST

[Register here](#)

CSP Masters Sales Bootcamp: Copilot for Microsoft 365

Open to all partners

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March 5, 2024

April 10, 2024

PST/PDT

[Register here](#)

March 12, 2024

April 17, 2024

IST

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**Updated Dates*

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March 20, 2024

April 24, 2024

PDT

March 27, 2024

May 1, 2024

IST

[Register here](#)

Microsoft Level-Up for Partners

Microsoft Level Up an interactive, holistic, on-demand enablement program for partners who need skilling aligned to priority Microsoft solution plays. Learn how to position Microsoft solutions and products across all stages of a customer's life cycle of sales, pre-sales, and technical delivery, build a strong pipeline, and deliver faster results for Microsoft workloads.

Note: Access is limited and must be requested via AskGPSEnablement@microsoft.com. In the subject line, include the words "Level-Up Access Request" and in the body of your email, indicate your name, work email address and which Microsoft partner you work with.

[Explore Level-Up](#)

Video: [Introducing Microsoft Level-Up for Partners](#)

On-demand Trainings

Windows 365: Selling Windows in the Cloud

Unleashing the Power of Cloud PC Windows 365 for IT Pros

Powering Business Growth with Microsoft 365 Lighthouse

SMB Sales Bootcamp

[Register here](#)

[Register here](#)

[Register here](#)

[Register here](#)

Other Resources

Azure Discovery Workshops Available For Partner Execution

Access the materials and resources to deliver 3–4-hour technical workshops now available on the Partner Marketing Center. Azure Discovery Workshops are designed:

- For technical decision makers to learn best practices and discover solutions using Azure within their organization.
- To support new customer engagements funded by Azure Migrate and Modernize and Azure Innovate.

ETA dates for upcoming Azure Discovery Workshops are subject to change. A short URL has been linked below for you to check their availability on the PMC for your convenience.

<https://aka.ms/AzureDiscoveryWorkshops/PMC>

Microsoft Customer Engagement Methodology (MCEM) for Partners

Microsoft Customer Engagement Methodology (MCEM) for Partners connects Microsoft sales, support, industry solutions delivery, and partners to bring more value to the customer by placing them at the heart of every deal. By employing this methodology, we can co-innovate and co-develop with our customers, understanding their unique needs and desired outcomes.

Please visit the [landing page](#) for more information and see below for available videos.

- [MCEM Introduction](#)
- [MCEM Stage 1: Listen & Consult](#)
- [MCEM Stage 2: Inspire & Design](#)
- [MCEM Stage 3: Empower & Achieve](#)
- [MCEM Stage 4: Realize Value](#)
- [MCEM Stage 5: Manage & Optimize](#)
- [MCEM Benefits Summary](#)

Microsoft Applied Skills

Announcing [Microsoft Applied Skills](#), the new scenario-based credentials that provide learners with validation of targeted skills. Advances in AI, cloud computing, and emerging technologies have made it more important than ever to demonstrate proficiency in the most sought-after technical skills and we are proud Microsoft is leading the way.

For more information, read the blog on MS Learn: [Announcing Microsoft Applied Skills, the new credentials to verify in-demand technical skills](#).

Partner Playbooks

The [Partner Playbooks](#) are guides to enablement offerings, helping partners skill-up wherever they are in their learning journey. Playbooks are updated regularly.

Partner Training Site

The [Partner Training Site](#) includes Technical and Sales enablement events (live and on-demand), resources and Playbooks. This site will be updated frequently.

Partner Tech Connect – Azure Cosmos DB - Monthly Brownbag Sessions

The Azure Cosmos DB Engineering Group leads a monthly technical session for registered members of the Azure Cosmos DB partner community. Each session focuses on a topic chosen based on popular demand and includes a portion dedicated to the Roadmap.

To register you can join the community at: <https://aka.ms/cosmosdbptc>

As a member of Azure Cosmos DB's technical community you can raise your queries at Stackoverflow by using tag **azure-cosmosdb-partner** or [Microsoft Q&A](#).

Microsoft Learn Career Connected

Microsoft Learn Career Connected brings together skilling organizations, newly skilled job-seekers, and employers in need of talent. This Talent Coalition creates community of connection where people can discover opportunity, further develop their skills, build relationships, and hire the right people for the right roles.

[Learn More and Get Started Today](#)

Partner Academy

Microsoft offers a wealth of partner programs, tools, resources, and campaign tools that help partners uncover new sales opportunities, reach new customers, and expand their business.

Partner Academy is here to connect the dots between those programs, help navigate through multiple resources and allow partners to have richer conversations with their customers! The Academy will focus on simplifying the complexity of key programs, streamline go-to-market opportunities and accelerate sales engagement and support from Microsoft.

Register for live and on-demand calls via the [Partner Academy Landing Page](#) and links below.

Other useful information

- [Partner Training Site](#)
- [Microsoft Certification Renewal | Microsoft Learn](#)
- [Certification Retirement | Microsoft Learn](#)
- [Exam and Assessment Lab Retirement | Microsoft Learn](#)

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