

## Partner Enablement Newsletter

[AI Roadshow](#) | [Copilot](#) | [Sales Enablement](#) | [Azure](#) | [Business Applications](#) | [Modern Work](#) | [Security](#)  
[Industry Cloud](#) | [SMB Resellers](#) | [Other Resources](#)

## Microsoft AI Partner Training Roadshow

### Microsoft AI Partner Training Roadshow

*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 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.

**May 15, 2024**

Santa Clara, USA

**May 22, 2024**

Bonn, Germany

**May 29, 2024**

Tokyo, Japan

[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, Deployment, and Adoption Bootcamp**

*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.

**April 23-25, 2024**

**May 21-23, 2024**

**June 18-20, 2024**

PDT, GMT, 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.

**May 8, 2024**

PDT

[Register here](#)

## **CSP Masters Pre and Post-Sales Technical 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 technical training will be focused on learning how to deploy and manage your first Copilot for Microsoft 365 customers.

**April 24, 2024**

**May 9, 2024**

PDT

-  
[Register here](#)

### On-demand Training

Microsoft Copilot for Security Sales Training

[Register here](#)

Microsoft Copilot for Service Workshop

[Register here](#)

Microsoft Copilot Partner Bootcamp

[Register here](#)

Microsoft Dynamics 365 Customer Service Copilot Workshop

[Register here](#)

Build and Extend AI-powered Copilots with Copilot Studio 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 **April 24, 2024**, and running for 8 weeks.

[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

### Process Automation Scenarios Workshop

Registration details are coming soon.

**May 28-30, 2024**

PDT

**June 4-6, 2024**

IST, BST

[Register here](#)

a practice and landing your first sale with Copilot for Microsoft 365.

**May 8, 2024**

PDT

[Register here](#)

Training visible once registered.

## 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** looks closer 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 guide 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 watch each episode 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](#)

Training visible once registered.

### Available Training

- Partner Sales Acceleration Program (PSAP)
- High Volume Acceleration Program
- Solution Play Enablement

## Sales Bootcamp

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

- Microsoft Copilot for Security Sales Training
- SMB Sales Bootcamp
- Microsoft Copilot Partner Bootcamp
- FY24 Solution Play Sales Bootcamp
- Microsoft Low Code Sales Bootcamp
- Sales Acceleration Bootcamp
- Do More with Less Sales Bootcamp
- Azure Sales Bootcamp
- Modern Work Sales Bootcamp
- Security Sales Bootcamp
- Business Applications Sales Bootcamp

### Other On-demand Training

FY24 High Volume Acceleration Program: Fundamentals

[Register here](#)

Cloud Endpoints Sales Bootcamp

[Register here](#)

Windows 365: Selling Windows in the Cloud

[Register here](#)

Fueling CX Transformation: Upleveling Sales and Marketing with D365  
CI Webinar

[Register here](#)

Connected Sales and Marketing with Customer Insights - Bootcamp  
Series

[Register here](#)

## Azure

### MAICPP Designation: Certification enablement

#### Azure Cloud Week for Partners

Are you ready to accelerate your path to Azure certifications? Then Azure Cloud Week for Partners is just for you. This immersive week-long virtual event is your ticket to mastering the intricacies of Azure AI, data science, infrastructure, and virtual desktop solutions.

#### 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

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.

**June 10-14, 2024**

PDT, BST, CST

[Register here](#)

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.

#### New Content

Generative AI Fundamentals  
Azure | AI Engineer | Intermediate  
Solution Play Sales Bootcamp

[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.

#### 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

#### Azure AI Partner Bootcamp

*Open to all partners*

Learn how to leverage the power of Azure AI to create innovative and intelligent solutions. Explore the latest developments and best practices in Azure AI.

modernize and build intelligent apps focusing on internal business-critical applications and external customer-facing apps.

**April 22-25, 2024**

PDT, IST, BST

**May 28-31, 2024**

PDT, IST, BST

[Register here](#)

Training visible once registered.

**April 23-25, 2024**

PDT

**April 24-26, 2024**

IST, BST

[Register here](#)

Training visible once registered.

### **Azure Kubernetes Services (AKS) Workshop**

*Open to all partners*

Gain technical insights on using AKS to containerize and deploy applications and benefit from this Azure-managed service.

**April 30 - May 2, 2024**

PDT

[Register here](#)

Training visible once registered.

### **Microsoft Fabric Workshop**

*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 designed to simplify enterprises' analytics needs.

**May 6-9, 2024**

PDT

[Register here](#)

Training 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.

**May 13-16, 2024**

IST

[Register here](#)

Training visible once registered.

### **On-demand Azure Depth Training**

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](#)

Training visible once registered.

#### Available Training

- Build and Modernize AI Apps on Azure Workshop
- Microsoft Fabric Workshop
- GitHub Partner Bootcamp
- Azure OpenAI Workshop
- Azure Kubernetes Service (AKS) Workshop
- Migrate and Secure Workloads to Azure Workshop
- Azure VMWare Solution Partner Bootcamp
- Analytics and AI Bootcamp – Azure AI Track
- Analytics and AI Bootcamp – 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 Bootcamp
- Azure Networking and Network Security Bootcamp
- Innovate Across Hybrid with Azure Arc Bootcamp
- 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 Bootcamp
- Modernize Java App and Data with Azure
- App Innovation Bootcamp

## Business Applications

### MAICPP Designation: Certification enablement

[Business Applications Cloud Week for Partners](#)

[On-demand certification prep content](#)

[Modular Training Videos](#)



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.

**On-demand**

[Register here](#)

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

**New Content**

Solution Play Sales Bootcamp

[Register here](#)

## Depth enablement

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### **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 **April 24, 2024**, and running for 8 weeks.

[Register here](#)

### **Dynamics 365 Supply Chain Management – Demand Planning 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.*

Learn about the latest innovations in Dynamics 365 Supply Chain Management that will help customers leverage the open, flexible, and collaborative Microsoft platform, focusing on

delivering AI-first capabilities to mitigate risk, manage inventory, plan with agility, and make informed decisions quickly across the entire supply chain.

**April 30, 2024**

PDT

**June 11, 2024**

IST, BST

[Register here](#)

Training visible once registered.

### **Process Automation Scenarios Workshop**

Registration details are coming soon.

**May 28-30, 2024**

PDT

**June 4-6, 2024**

IST, BST

[Register here](#)

Training visible once registered.

### **On-demand Business Applications Depth Training**

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](#)

Training visible once registered.

#### **Available Training**

- FY24 Customer Success Series
- Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights - Journeys Workshop
- Build and Extend AI-powered Copilots with Copilot Studio Workshop
- Reimagine Process with AI and Power Automate
- Transform Field Operations with AI and Connected Field Service
- 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 Bootcamp
- 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

### Other On-demand Training

FY24 High Volume Acceleration Program: Fundamentals

[Register here](#)

Microsoft Copilot for Service Workshop

[Register here](#)

Microsoft Dynamics 365 Customer Service Copilot Workshop

[Register here](#)

Inside the new Dynamics 365 Customers Insights Licensing

[Register here](#)

Connected Sales and Marketing with Customer Insights -

[Register here](#)

Bootcamp Series

## 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

#### 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.

##### Updated Content

MS-900: Microsoft 365 Fundamentals  
Modern Work | Administrator | Beginner  
Solution Play Sales Bootcamp

[Register here](#)

the Microsoft AI Cloud Partner Program skilling requirements.

**May 13-17, 2024**

PDT, BST, CST

[Register here](#)

## Depth enablement

### **Converged Communications Partner Technical Bootcamp 2024**

*Open to all partners*

Flexible work is here to stay, and Microsoft Teams is the smart place to work, bringing your customers' communication and collaboration tools together in one place. By combining Microsoft Teams Phone, Microsoft Teams Rooms, and Microsoft Teams Premium, partners can offer their customers an AI-powered, integrated solution that boosts their productivity while saving them money by eliminating redundant solutions. Don't miss this amazing opportunity to expand your knowledge and learn how to offer your customers an AI-powered, integrated solution powered by a smart workplace with Microsoft Teams.

**June 18-20, 2024**

PDT

[Register here](#)

### **Copilot for Microsoft 365 Pre-Sales, Deployment, and Adoption Bootcamp**

*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.

**April 23-25, 2024**

**May 21-23, 2024**

**June 18-20, 2024**

PST/PDT, GMT, 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.

**May 8, 2024**

PDT

[Register here](#)

### **CSP Masters Pre and Post-Sales Technical 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 technical training will be focused on learning how to deploy and manage your first Copilot for Microsoft 365 customers.

**April 24, 2024**

**May 9, 2024**

PDT

[Register here](#)

### **On-demand Training**

Unleashing the Power of Cloud PC Windows 365 for IT Pros

[Register here](#)

Powering Business Growth with Microsoft 365 Lighthouse

[Register here](#)

Cloud Endpoints Sales Bootcamp

[Register here](#)

Microsoft Teams Rooms Partner Sales Bootcamp

[Register here](#)

Microsoft Teams Phone Partner Bootcamp

[Register here](#)

Frontline Worker Partner Technical Bootcamp

[Register here](#)

## **Security**

**MAICPP Designation: Certification enablement**

## Security Cloud Week for Partners

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.

**New learning opportunities are available!** Now offering GitHub Foundations and GitHub Actions.

**June 24 - 28, 2024**

PDT, BST, CST

**Also on-demand until May 17, 2024**

[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.

### New Content

Solution Play Sales Bootcamp

[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.

**Threat Protection and Incident Response  
with Microsoft Sentinel Workshop**

**Fortify your Data Security with Microsoft  
Purview 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 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.

**April 22-25, 2024**

IST, BST

**June 17-20, 2024**

PDT

[Register here](#)

Training visible once registered.

*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.*

Understand how Microsoft Purview delivers comprehensive data security by integrating information protection, data loss prevention, and insider risk management.

**May 7-9, 2024**

IST, PDT, BST

[Register here](#)

Training visible once registered.

### **Microsoft Defender for O365, Identity & CloudApps Bootcamp**

*Open to all partners*

Learn how Microsoft 365 Defender helps you elevate your defenses with unified visibility, investigation, and response across the kill chain with an industry-leading extended detection and response (XDR) solution.

**May 13-15, 2024**

PDT, BST

[Register here](#)

Training visible once registered.

### **Migrating to Microsoft Sentinel Bootcamp**

*Open to all partners*

Microsoft Sentinel can ingest data from both on-premises and cloud assets, ensuring coverage over the entire estate. In this course, we will discuss the reasons for migrating from a legacy SIEM, and you will learn how to plan out the different phases of your migration.

**May 20-21, 2024**

BST

[Register here](#)

Training visible once registered.

### **Microsoft Defender for Endpoint Workshop**

*Open to all partners*

The Implementing Microsoft Defender for Endpoint Workshop offers three days of technical training to deepen understanding of this enterprise endpoint security platform. Join this virtual workshop for hands-on learning opportunities and insights into how to detect and respond to

threats, implement Microsoft Defender for Endpoint, and manage Windows and non-Windows platform endpoints.

**June 10-12, 2024**

PDT, BST, IST

[Register here](#)

## Microsoft Security Immersion Training

*Open to all partners*

This 1:Many immersion workshop is a comprehensive, level 400 gamified learning experience that allows 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

Shadow Hunter, April 17, 2024  
On the Brink, May 15, 2024

### EMEA

On the Brink, April 3, 2024  
Shadow Hunter, April 18, 2024  
On the Brink, May 16, 2024

### APAC

Shadow Hunter, April 18, 2024  
On the Brink, May 16, 2024

[Register here](#)

## On-demand Security, Compliance, and Identity Management Training

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

[Register here](#)

Training visible once registered.

### Available Training

- Implementing Microsoft Defender for Endpoint Workshop
- Microsoft Copilot for Security Partner Bootcamp
- Threat Protection and Incident Response with Microsoft Sentinel Workshop
- Migrating to Microsoft Sentinel Bootcamp
- Fortify your Data Security with Microsoft Purview Workshop
- 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
- Microsoft Defender for O365, Identity & CloudApps Bootcamp
- Threat Protection and Incident Response with Microsoft SIEM and XDR Bootcamp



- 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
- Security Through the Lens of Zero Trust
- Secure All Things with Microsoft Security Solutions
- Implementing Microsoft Defender for Endpoint Workshop
- 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

#### **Other On-demand Training**

Microsoft Copilot for Security Sales Training

[Register here](#)

## Industry Cloud

#### **Implementing Microsoft Cloud for Sustainability**

*Open to all partners*

Sustainability is a virtual skilling event led by Microsoft industry specialists. The two-day sessions will provide you with concepts on sustainability 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](#)

## Implementing Microsoft Cloud for Retail

*Open to all partners*

Join us for an exciting virtual skilling event: Industry Cloud for Partners: Retail! This three-day session will be led by Microsoft industry specialists, which will allow you to manage retail data at scale. Improve the customer experience and drive operational efficiency while supporting retail data's security, compliance, and interoperability. 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.

**May 13-15, 2024**

PDT, CST, IST

[Register here](#)

## SMB Resellers

### 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.

**May 8, 2024**

PDT

[Register here](#)

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*Open to all partners*

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**April 24, 2024**

**May 9, 2024**

PDT

[Register here](#)

### **Business Applications Cloud Week for Partners**

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

**On-demand**

[Register here](#)

### **Microsoft Level-Up for Partners**

Microsoft Level Up is 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 sales, pre-sales, and technical delivery life cycle, build a strong pipeline, and deliver faster results for Microsoft workloads.

Note: Access is limited and must be requested via [AskGPSEnablement@microsoft.com](mailto: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 Training**

Windows 365: Selling Windows in the Cloud

[Register here](#)

Unleashing the Power of Cloud PC Windows 365 for IT Pros

[Register here](#)

Powering Business Growth with Microsoft 365 Lighthouse

[Register here](#)

SMB Sales Bootcamp

[Register here](#)

## Other Resources

## Partner Training Calendar

View the latest skilling events for AI, Copilot, and Solution Areas in the [Partner Training Calendar](#).

## 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 the available videos below.

- [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. We're proud that 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 Azure Cosmos DB partner community members. 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 an Azure Cosmos DB's technical community member, you can raise your queries at Stackoverflow using tag **azure-cosmosdb-partner** or [Microsoft Q&A](#).

## **Microsoft Learn Career Connected**

Microsoft Learn Career Connected brings together skilling organizations, newly skilled jobseekers, and employers needing talent. This Talent Coalition creates a community of connections where people can discover opportunities, 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, 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, streamlining go-to-market opportunities, and accelerating 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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