Microsoft

Partner Skilling Playbook

Note: Content is current as of April 15, 2024
Skilling programs and dates will continue
to be updated, please reference this playbook
for all your training information.

A go-to enablement guide for partners

The Partner Skilling Playbook is a guide for understanding the enablement offerings available to help skill up partner organizations, wherever you are in your learning journey.

AI and cloud capabilities are enabling new opportunities and helping organizations of all sizes achieve their goals. In today's rapidly evolving landscape, embracing and harnessing this potential is a must if businesses want to thrive.

Wherever you are in your learning journey, Microsoft offers a range of enablement opportunities and content to help you stay current in your sales, pre-sales, or delivery roles and deepen your understanding of how technology can help organizations evolve and transform.

Note the Partner Skilling Playbook is updated every month. Please make sure you're reading the latest version as identified on the title page. You can download the latest version here.

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Partner Training Calendar: March – April 2024

🎧 With live translation audio in 11 languages*

*Japanese | Korean | Chinese (Simplified & Traditional) | French | German | Italian | Portuguese (European & LATAM) | Spanish ((European & LATAM)

March

		Azure	Business Applications	Modern Work	Security
March	**Sales**		For technical & sales roles: **High Volume Acceleration - Advanced** *(March 4, PST)*	**CSP Masters Sales Bootcamp: Copilot for Microsoft 365** *(March 5, PST & March 12, IST)*	**Microsoft Copilot for Security Sales Training** *(March 19,, PDT & March 20, GMT| IST)*
	Certification	**Modular Training** *(On-demand)*	**Business Applications Cloud Week** *(March 18-22)*	**Modern Work Cloud Week** *(March 4-8)*	**Modular Training** *(On-demand)*
	Delivery Enablement	**Microsoft Fabric Workshop** *(March 4-7, GMT)* 🎧 **Azure OpenAI Workshop** *(March 6-8, PDT/GMT/IST)* 🎧 **Build and Modernize AI Apps Workshop** *(March 11-14, PDT/GMT/IST)* **Migrate & Secure Workloads** *(March 18-21, PDT)*	**Build & Extend AI Powered Copilots with Copilot Studio Workshop** *(Mar 5-7, PST)* **Microsoft Cloud for Retail** *(March 11-13)* **Build AI Powered Customer Experiences w/ Dynamics 365 Customer Insights-Journeys** *(Mar 19-21, PDT)* **Connected Sales and Marketing with D365 Customer Insights: Bootcamp** *(March 20, PDT)* **Customer Success Series** *(March 21, GMT)*	**Frontline Worker Partner Technical Bootcamp** March 6-7 (PST), March 13-14 (PST) **Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp** 🎧 *(Mar 26-28, PDT/GMT/IST)* **CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365** *(March 20, PDT & March 27, IST)*	**Microsoft Defender for Endpoint Workshop** *(March 4-6, GMT/PST, Mar 5-7, IST)* **Threat Protection and Incident Response with Microsoft Sentinel Boot Camp** *(March 12-15, PDT)*

April

		Azure	Business Applications	Modern Work	Security
April	**Sales**	**Microsoft Azure AI Partner Bootcamp** *(April 23-25, PDT & April 24-26, IST/BST)* 🎧	For technical & sales roles: **High Volume Acceleration - Advanced** *(Starts April 24 PDT)*	**CSP Masters Sales Bootcamp: Copilot for Microsoft 365** *(April 10, PDT)*	**Microsoft Copilot for Security Partner Bootcamp** *(April 16-17, PDT, April 17-18 BST/IST)*
	Certification	**Azure & Security Cloud Week -** *(April 15-19)*	**Modular Training** *(On-demand)*	**Modular Training** *(On-demand)*	**Azure & Security Cloud Week -** *(April 15-19)*
	Delivery Enablement	**Microsoft Fabric Workshop** *(April 8-11, IST)* 🎧 **Azure OpenAI Workshop** *(April 16-18, PDT/BST/IST)* 🎧 **Microsoft Azure AI Partner Bootcamp** 🎧 *(April 23-25, PDT & April 24-26, IST/BST)* **Build and Modernize AI Apps Workshop** *(April 22-25, PDT/BST/IST)* **AKS Workshop** *(April 30- May 2, PDT)*	For technical & sales roles: **Business Performance Planning and Analytics Bootcamp** *(April 9-11 IST, April 10-12 BST & Apr 16- 18, PDT)* **Dynamics 365 Supply Chain Management-Demand Planning Workshop** *(April 30, PDT)* **Microsoft Cloud for Sustainability** *(April 29-30)*	**Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp** 🎧 *(April 23-25, PDT/BST/IST)* **CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365** *(April 24, PDT)* **Level Up Copilot for Microsoft 365 Data Security Technical Champion** (On-demand- Access code: ALLP-TCDK)	**Microsoft Copilot for Security Partner Bootcamp** *(April 16-17, PDT, April 17-18 BST/IST)* **Threat Protection and Incident Response with Microsoft Sentinel** *(April 22-25, BST/IST)* 🎧

Partner Training Calendar: May – June 2024

🎧 With live translation audio in 11 languages*

*Japanese | Korean | Chinese (Simplified & Traditional) | French | German | Italian | Portuguese (European & LATAM) | Spanish ((European & LATAM)

May

		Azure	Business Applications	Modern Work	Security
	Sales	**SMB Sales Bootcamp** *(May 14-16, PDT & May 15-17, IST/BST)*	**SMB Sales Bootcamp** *(May 14-16, PDT & May 15-17, IST/BST)* **For technical & sales roles:** **High Volume Acceleration- Advanced** *(May 7, PDT)*	**SMB Sales Bootcamp** *(May 14-16, PDT & May 15-17, IST/BST)*	**SMB Sales Bootcamp** *(May 14-16, PDT & May 15-17, IST/BST)*
	Certification	**Modular Training** *(On-demand)*	**Modular Training** *(On-demand)*	**Modern Work Cloud Week** *(May 13-17)*	**Modular Training** *(On-demand)*
	Delivery Enablement	**Microsoft Fabric Workshop** *(May 6-9, PDT)* 🎧 **Azure OpenAI Workshop** *(May 7-9, PDT/BST/IST)* 🎧 **Migrate & Secure Workloads to Azure Workshop** *(May 13-16, IST)* **Build and Modernize AI Apps Workshop** *(May 28-31, PDT/BST/IST)* 🎧	**Microsoft Cloud for Retail** *(May 13-15)* **Dynamics 365 Customer Service Omnichannel Workshop** *(May 28-30, BST/IST)* **For technical & sales roles:** **Process Automation Scenarios Workshop** *(May 28-30, PDT)*	**Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp** *(May 21-23, PDT/BST/IST)* 🎧 **Level Up Copilot for Microsoft 365 Data Security Technical Champion** *(On-demand- Access code: ALLP-TCDK)*	**Fortify Your Data Security with Microsoft Purview Workshop** *(May 7-9, BST/PDT/IST)* **Microsoft Defender for O365, Identity & Cloud Apps** *(May 13-15, BST/PDT)* 🎧 **Migrating to Microsoft Sentinel Bootcamp** *(May 20-21, BST)*

June

		Azure	Business Applications	Modern Work	Security
	Sales				
	Certification		**Modular Training** *(On-demand)*	**Modular Training** *(On-demand)*	**Security Cloud Week** *(June 24-28)*
	Delivery Enablement	**Microsoft Fabric Bootcamp** *(June 11-13, PDT/BST/IST)* 🎧 **Azure OpenAI Workshop** *(June 18-20, PDT/BST/IST)* 🎧 **AKS Workshop** *(June 18-20, IST)* **Build and Modernize AI Apps Workshop** *(June 24-27, PDT/BST/IST)*	**For technical & sales roles:** **Process Automation Scenarios Workshop** *(Jun 4-6, BST/IST)* **Dynamics 365 Supply Chain Management- Demand Planning Workshop** *(Jun 11, BST/IST)* **Dynamics 365 Customer Service Omnichannel Workshop** *(Jun 25-27, PDT)*	**Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp** *(June 18-20, PDT/BST/IST)* 🎧 **Level Up Copilot for Microsoft 365 Data Security Technical Champion** *(On-demand- Access code: ALLP-TCDK)*	**Microsoft Defender for Endpoint Workshop** *(June 3-5, BST/PDT)* **Threat Protection and Incident Response with Microsoft Sentinel** *(June 17-20, PDT)* 🎧

Holistic enablement focus (all partners)

We offer holistic enablement opportunities across Microsoft Cloud solution areas, all anchored on mainstream solution plays.

Sales Enablement
Enable partner Sellers to sell more effectively

Enable partner Sellers to sell more effectively through demonstrating and landing Solution Play value.

Pre-Sales Enablement
Enable partner Tech Sellers to build a practice or solution

Enable Tech sellers to act as SMEs influencing a sale via in-depth product demonstrations and answering RFP technical questions.

Certification Enablement
Supported MAICPP Designation & Specialization Growth

Enable technical proficiency in MSFT Cloud Services to help Partners develop the baseline skills needed to build practice & solutions.

Project Ready
Enable partner Delivery teams to accelerate deployment capability

Enable Developers, Solution Architects & Data Scientists with advanced design & deployment capability for real-world scenarios.
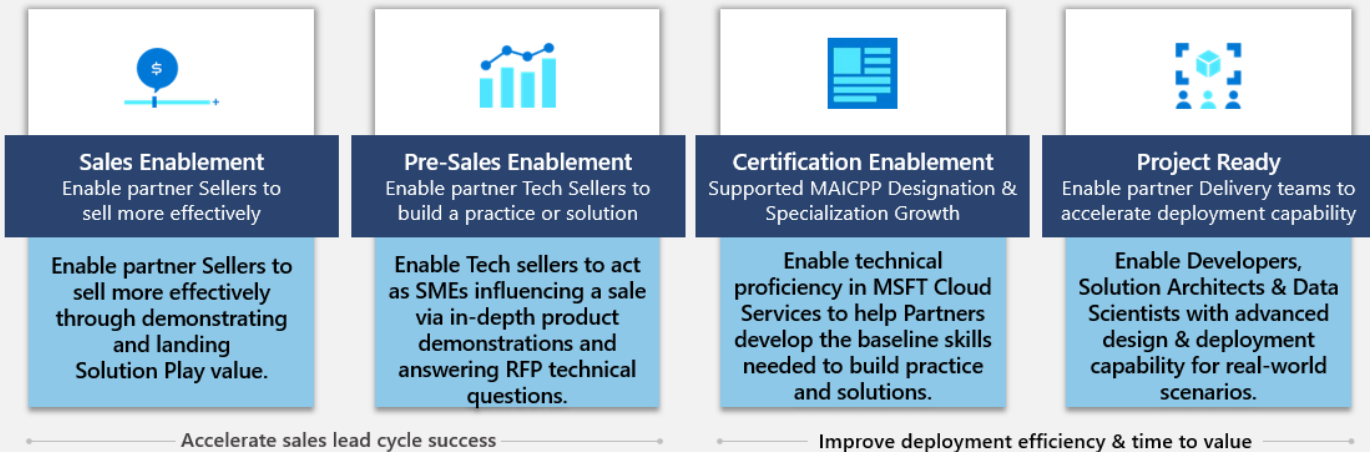
Accelerate sales lead cycle success

Improve deployment efficiency & time to value

Partner Enablement is anchored on driving solution area and solution play success

Holistic enablement focus (all partners)

We offer holistic enablement opportunities across Microsoft Cloud solution areas, all anchored on mainstream solution plays.

Sales Enablement	Pre-Sales Enablement	Certification Enablement	Project Ready
Enable partner Sellers to sell more effectively	Enable partner Tech Sellers to build a practice or solution	Supported MAICPP Designation & Specialization Growth	Enable partner Delivery teams to accelerate deployment capability
Enable partner Sellers to sell more effectively through demonstrating and landing Solution Play value.	Enable Tech sellers to act as SMEs influencing a sale via in-depth product demonstrations and answering RFP technical questions.	Enable technical proficiency in MSFT Cloud Services to help Partners develop the baseline skills needed to build practice and solutions.	Enable Developers, Solution Architects & Data Scientists with advanced design & deployment capability for real-world scenarios.

Accelerate sales lead cycle success ——— Improve deployment efficiency & time to value

Classified as Microsoft Confidential

Solution Area		SOLUTION PLAYS
AZURE	INFRA	Migrate and Secure Windows Server and SQL Server
		Migrate SAP
	DATA AND AI	Power Business Decisions with Cloud Scale Analytics
		Innovate with AI
		Build & Modernize AI Apps
	DIGITAL AND APPLICATION INNOVATION	Migrate Enterprise Apps
		Accelerate Developer Productivity
SECURITY		Threat Protection with XDR and SIEM
		Data Security
		Modern Sec Ops
BUSINESS APPLICATIONS		Accelerate Revenue Generation
		Modernize Service
		Optimize Finance and Supply Chain
		Accelerate Innovation with Low Code
		SMB Scale Business Operations
MODERN WORK		Secure Productivity
		Converged Communications
		Cloud Endpoints
		Employee Experience
		Frontline Workers

Welcome to the Microsoft AI Cloud Partner Program

The world and how we work is rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. The capabilities required by our customers are evolving, and our partner programs are changing to meet that demand.

The Microsoft AI Cloud Partner Program is designed to help your organization invest in new ways of growth so you can deliver greater customer value.

Learn more: Microsoft AI Cloud Partner Program

Distinguish yourself with Solutions Partner designations

Solutions Partner for Business Applications

Microsoft Solutions Partner — Business Applications

Solutions Partner for Data & AI (Azure)

Microsoft Solutions Partner — Data & AI Azure

Solutions Partner for Digital & App Innovation (Azure)

Microsoft Solutions Partner — Digital & App Innovation Azure

Solutions Partner for Infrastructure (Azure)
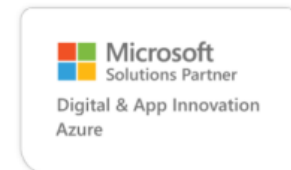
Microsoft Solutions Partner — Infrastructure Azure

Solutions Partner for Modern Work
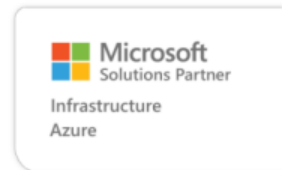
Microsoft Solutions Partner — Modern Work

Solutions Partner for Security

Microsoft Solutions Partner — Security

*Solutions Partner for Microsoft Cloud

Microsoft Solutions Partner — Microsoft Cloud

Designations aligned to the Microsoft solution areas recognize your broad technical capabilities and demonstrated success delivering technology solutions.

Benefits aligned to your Solutions Partner designation include product benefits, go-to-market services, co-sell eligibility, skilling and sales enablement resources, and customer-facing badges to help you market your expertise.

Specializations further validate deep technical expertise after you attain a Solutions Partner designation and set you apart from the competition.

Microsoft Solutions Partner

Business Applications

Specialist
Low Code Application Development
Small and Midsize Business Management

*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

How to attain a Solutions Partner designation

The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success.

A minimum of **70** points must be earned, with points in each category.

There are **100** points possible in total across categories.

Performance

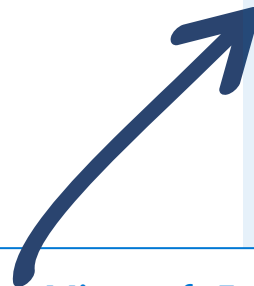This category is measured by net customer adds.

Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.

Customer success

This category is measured by usage growth and the number of solution deployments.

Microsoft Enablement initiatives and events support efforts in the Skilling subcategory

Enablement initiatives and events

Enablement initiatives and events

Sales & Pre-Sales Enablement
Build solution play pipeline & convert sales opportunities

Microsoft Sales Bootcamps are a multi-day sales training led by Microsoft sales specialists. In-depth sessions provide knowledge for selling Microsoft Cloud solution areas. Click below for more information:

Sales Bootcamps

Partner Sales Acceleration Program offers best practices and presentation resources for shaping a business-first sales model. Click below for more information:

PSAP

Microsoft Cloud Executive Enablement Series offers discussions hosted by senior leaders on the latest cloud trends and technologies. Click below to view:

Podcast   **Vodcast**

Solution Play Sales Enablement & Solution Play Pre-Sales Enablement

On-demand

Certification Enablement
Build Microsoft AI Cloud Partner Program capability

Microsoft Cloud Week for Partners is a five-day event that helps prepare you for Microsoft advanced role-based certifications.

Click below for more information:

Azure   **Security**
Modern Work   **Biz Apps**

Modular training is on-demand training for refreshing your knowledge of a topic or following a new learning path to expand your skills. Click below for more information:

Modular Training Videos

Delivery Enablement
Build project readiness

Depth workshops offer intermediate to advanced training to help experienced technical professionals deepen their capability in specific lines of technology.

Click below for more information:

Azure   **Security**
Modern Work*   **Biz Apps**

*This workshop covers Copilot for Microsoft 365

High-Volume Acceleration is training spanning all of sales and delivery for Business Applications Solution Area.
High-Volume Acceleration – Fundamentals | High-Volume Acceleration – Advanced

Industry Cloud events are project-ready trainings aimed to help you get versed in specific Microsoft Industry Clouds.
Microsoft Cloud for Sustainability: April 29-30 | Microsoft Cloud for Retail: May 13-15

FY24 Sales and Presales enablement offerings

Sales

Sales Bootcamps

This multi-day sales training led by Microsoft sales specialists focuses on providing advanced knowledge for selling the four Microsoft Cloud solution areas. Become proficient at starting sales conversations, solving customer challenges, pitching Microsoft cloud value, and overcoming objections by showcasing real-time customer benefits.

Capabilities Achieved: Build Solution Area pipeline and sell the Microsoft Cloud

Duration: Multi-(part)day live deliveries

Roles: Sellers, BDM's, Solution Sellers

Microsoft Cloud Executive Enablement Series (Podcast and Vodcast)

This series provide partners with a front row seat to discussions hosted by Microsoft senior leaders and experts on the latest cloud trends and technologies. Gain a unique perspective on the business value of the Microsoft Cloud and ways to engage with customers.

Capabilities Achieved: Executive strategy for achieving business outcomes with the Microsoft Cloud

Duration: 15-30 minute on-demand videos

Roles: Executives, Sales Leaders, Sellers

Partner Sales Acceleration Program (PSAP)

This program offers best practices and presentation resources that will guide you in shaping a business-first sales model. It will help you navigate the six "moments that matter" conversations with various decision makers who will ultimately select the company to implement their solution.

Capabilities Achieved: Increase knowledge across the Microsoft Cloud & build solid sales strategies

Duration: 2-3 hours per Solution Area, on-demand

Roles: Sellers, BDM's, Sales Leaders

Presales

Solution Play Sales Enablement

Deeper training on the FY24 solution plays. Gain valuable information on industry, use cases, integration, and licensing and pricing.

Capabilities Achieved: Build solution play pipeline & sell the Microsoft Cloud

Duration: On-demand learning path

Roles: Sellers, Solution/Depth Sellers, Pre-sellers

Solution Play Pre-Sales Enablement

Depth use case and product knowledge training for FY24 solution plays. Gain valuable information on building customer case studies, responding to proposals, and proposing solutions.

Capabilities Achieved: Respond to RFPs and develop POCs to convert deals

Duration: On-demand learning path

Roles: Pre-sellers, Solution/Depth Sellers

Accelerate lead cycle success

Cloud Week for Partners

Microsoft Cloud Week for Partners is a five-day event that helps prepare you for Microsoft advanced role-based certifications. This is one of the best ways to help your organization meet the skilling criteria needed to attain a Solutions Partner designation.

Who is it for?

Technical professionals who are ready to fill their skill gaps in Microsoft solutions and prepare for certification.

Why should you attend?

This modular five-day virtual training includes structured instructor-led training, hands-on labs, exam preparation, and live Q&A, available during the hours that best fit your busy schedule. The sessions include live chat moderation with subject matter experts, ready to answer your questions.

It focuses on the most important aspects of the certification exam curriculum, allowing you to include working billable hours in your day. Other benefits include:

✓ Streamlined format that prepares you for certification
✓ Keep pace with technical roles and requirements
✓ Flexible learning to fit your schedule and working hours
✓ Lab resources (available on a first come, first served basis)
✓ Sessions presented in English, with captions in 12 languages
✓ 3 time zone choices (PST/PDT, GMT/BST, CST)

Learn more: | Azure | Biz Apps | Modern Work | Security |

Modular Training overview

Bite-sized videos
(30-45min) videos

On-demand videos
Access anytime

Diverse content
Certification, renewal and Sales content

Across expertise level
Fundamental to expertise training

Refresh key topics
Train on a module instead of a full course towards your project

Updated frequently
Refreshed and new content available

Why consume Modular Training?

Learning on your schedule!
No need to take one or more days off work to take a class. With on-demand training, you can train whenever you choose.

Refresh your knowledge! Having trouble with one section of an exam? With module-based training, you can focus on the subjects you need.

Access Microsoft official Curriculum in a single training platform and consume at your own pace

What is Modular Training?

Modular Training sessions are short, digestible videos designed to help new hires to experienced employees within the Microsoft AI Cloud Partner Program better prepare for their projects, get certified, and refresh previously attained knowledge.

These videos, or modules, leverage on-demand fundamentals and advanced role-based Microsoft Official Curriculum.

Am I eligible?

This content is available to you if you meet the below criteria:

1. Available to all partners
2. Available to technical and sales professionals
3. Keen interest to develop self-paced learning plan

How do I engage?

A monthly check in to the training platform is a minimum required touchpoint. You can scale up your engagement with the training from there based on your learning plan. Review the training platform and start your learning journey below.

Modular Training Videos (on24.com)

On24 Content Catalog | Offerings

Microsoft Official Curriculum – Technical Certification Training

AZ-204 AZ-400 AZ-120	AZ-104 AZ-800 AZ-305 AZ-900 AZ-801	AI-102 AI-900 DP-300 DP-420 DP-500 DP-900 DP-203 DP-100	SC-900 SC-100 AZ-500	MB-910 MB-300 MB-335 MB-920 MB-800 MB310 PL-900 MB-500 MB-260 PL-300 PL-500 MB-330	MS-900 MS-700 MS-721 MS-203
Digital & Applications	**Infrastructure**	**Data & AI**	**Security**	**Business Applications**	**Modern Work**

Renewal – Technical Certification Training

AZ-204 AZ-220 AZ-400	AZ-104 AZ-120 AZ-305 AZ-700	AI-102 PL-300 DP-100 DP-203 DP-300	SC-100 MS-500 SC-200 AZ-500 SC-300 SC-400	MS-700
Digital & Applications	**Infrastructure**	**Data & AI**	**Security**	**Modern Work**

Sales Training

Available now		**Coming soon**	
BA Sales Bootcamps	Exec Series	MS Copilot Partner Bootcamp	Solution Play Sales Bootcamp
Security Sales Bootcamps	MW Sales Bootcamps	BA Low Code Sales Bootcamp	SMB Sales Bootcamp
Azure Sales Bootcamps		Solution Play Sales Bootcamp	

Microsoft certification renewal

Keep your certification current simply by passing the online renewal assessment on Microsoft Learn.

Why?

- Maintain your Microsoft Certification credentials and keep your skills current at no cost.

- Validate your skills with the latest technology with updates that may affect your job role.

- Renewal content covers technology updates and will demonstrate your up-to-date expertise.

- Attempt the no-cost assessment as often as needed without having to pass any exams. The process doesn't involve taking an exam with Pearson VUE.

- Renew after renewal window opens, approx. six months prior to the certification expiration date.

Next steps?

- ✓ Check the Certification Dashboard for certifications available to renew

- ✓ **Watch this video:** Renew your Microsoft Certification for 3 easy steps to renewal

- ✓ Visit here for quick links to renewable exams:

  1. Visit Microsoft Learn to connect your learn profile with your certification profile.

  2. Prepare for renewal assessment with self-paced learning modules available on Microsoft Learn

  3. Pass your 100% sponsored assessment **before** your certification expires.

Good News! When you pass the online assessment, your certification expiration date will extend for one additional year from the current expiration date.
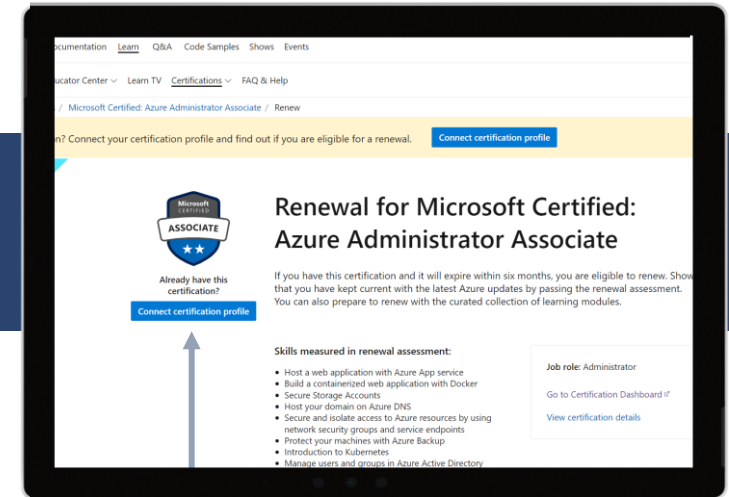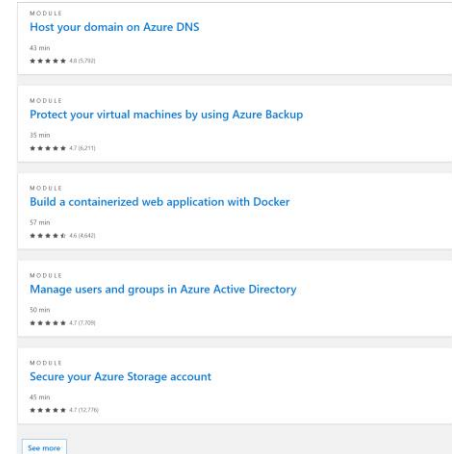
Certification renewal process

Benefits of renewing

Certification renewal is at no cost. There's no cost to renew your certification, just make sure you pass the online assessment before your certification expires. Fundamentals certifications do not expire.

Six-month renewal window. You can take the renewal assessment any time during your six-month eligibility window, via Microsoft Learn. Once you pass, your certification will be extended one year from the expiration date.

Assessments are short and not proctored. Assessments focus on recent technological and industry updates, so they're shorter than the original exam(s) and are an open book. You can take the assessment as many times as you need, as long as you pass before your certification expires.

How to get started

1. Connect your certification profile to check your eligibility for certification renewal here

2. To learn more about the certification renewal process, watch this video

3. To know more, visit Microsoft Learn Certification Renewal

4. Renewal Process: FAQs

Myths and facts about certification renewal

Is the assessment proctored?

❌ A certification renewal is scheduled and proctored. Webcam must be ON while taking the assessment.

✅ Assessment is not proctored, no webcam required, and no software/client tool installation required.

Do I need to schedule in advance?

❌ I must schedule the assessment in advance and block my schedule.

✅ No need to schedule, candidate can take the assessment anytime, anywhere.

Is there a cost to renew my certification?

❌ We must pay or get a voucher to take the assessment.

✅ No payment/Voucher required. Certification renewal is available to anyone with a valid Microsoft associate, specialty, and expert certification at no cost.

How much time to prepare?

❌ It takes too much time to prepare for the assessment.

✅ A significantly lower time commitment to prepare for the assessment content thru self study modules or bite size videos.

What is the assessment duration? How many questions?

❌ 2-3 hours, 120 exam questions

✅ ~45 mins, ~25 assessment questions

What if I fail?

❌ I must pay and schedule multiple attempts

✅ Try again immediately. After the second attempt, there is a 24 hours wait between future attempts.

There is no limit to re-take the assessment and there is no associated cost to you.

Learn everything again?

❌ Start preparing for the complete exam content.

✅ The renewal assessment is focused on newer updates. We advise reviewing the self study modules or video briefs prior to taking the assessment.

For more information, review FAQ about renewals: Link

Azure OpenAI and Copilot Enablement offerings

Executive Enablement (On-Demand)

The **Microsoft Cloud Executive Enablement Series** provides partners with access to Microsoft's top executives and experts, who engage in insightful discussions surrounding the latest trends and technologies in the cloud and artificial intelligence.

Learn more

Sales Enablement (Live)

Copilot Bootcamps are facilitated by Microsoft Sales Specialists and aim to help partners drive sales conversations in the Era of AI transformation:

- Microsoft Copilot for Security Partner Boot camp – April 16 & 17 &
- April 17-18
- Microsoft Azure AI Partner Bootcamp – April 23-25 & April 24-26
- SMB Sales Bootcamp: May 14-16

Learn more

Copilot Sales Enablement (On-Demand)

On-demand resources for released or prioritized **Copilots**, including pitch, demos, pricing, and availability:

- GitHub Copilot
- Copilot for Dynamics 365
- Copilot for Microsoft 365
- Copilot for Security

Learn more

Technical Enablement

Azure & Security Cloud Week (April 15-19) helps accelerate a partner's path to AI capability: We will have the following AI related track

- AI Engineer (AI-102)
- Data Scientist (DP-100)
- Data Engineer (DP-203)
- Microsoft Fabric Engineer (DP-600)

Learn more

Delivery Workshops are focused on helping partners gain deployment /implementation capability to accelerate time to value:

- Azure OpenAI: April 16-18, May 7-9, June 18-20
- Build & Modernize AI Apps: April 22-25, May 28-31, June 24-27
- Microsoft Fabric: April 8-11, May 6-9, June 11-13

Learn more

Copilot-Related Workshops (L300) are focused on helping partners gain deployment/implementation capability to accelerate time to value:

Copilot for Microsoft 365 Pre-Sales, Deployment, & Adoption Bootcamp: April 23-25, May 21-23, June 18-20

Learn more

Microsoft Copilot for Security Partner Boot camp – April 16 & 17 & April 17-18

Learn more

*Event playouts are available across three time zones (PST/PDT, GMT/BST, CST/IST)

Depth Workshops

Depth workshops offer intermediate to advanced training events designed to help experienced technical professionals deepen their capability in specific lines of technology. Taught by seasoned instructors, each workshop focuses on a specific topic to help drive deep skills applications across priority solution plays.

Who is it for?

These intermediate to advanced training events are designed to help experienced technical professionals deepen their capability in specific lines of technology.

Why should you attend?

Depth training focuses on how to implement Microsoft solutions for customers. Other benefits include:

- ✓ Keep pace with technical roles and requirements
- ✓ Flexible learning to fit your schedule and working hours
- ✓ Lab resources
- ✓ Sessions with moderator support via chat
- ✓ Content presented in English, with captions in 12 languages
- ✓ 3 time zone choices (PST/PDT/GMT/BST/IST)

Many Depth Workshop training events include labs. When offered, 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 more: [Azure] [BizApps] [Modern Work] [Security]

Introducing Microsoft Applied Skills

The new Microsoft-verified, scenario-based credential proves proficiency in skill sets specific to critical business challenges.

How to earn credentials:

1 **Prepare**
Gain additional skills with **optional training**

2 **Earn**
Pass an **interactive, lab-based assessment**

3 **Share**
Celebrate & share on social platforms

Watch the video:
aka.ms/AppliedSkillsVideo

Targeted skill validation for real-world scenarios

✓ Validates knowledge in skill sets specific to **critical business challenges**

✓ Credentials earned by passing an **online, on-demand, product-specific assessment**

✓ **Interactive lab experience** to demonstrate proficiency by completing real-world tasks

✓ **Microsoft-verified credentials** offer a signal of trust to organizations, colleagues, hiring managers, and recruiters

Targeted skills benefit your organization

Empower your employees

Enable your teams to efficiently validate the targeted skills they need in order to solve problems more effectively and implement better solutions.

Strengthen your organization

Efficiently pinpoint the talent you have today and hire for tomorrow to provide highly technical solutions and take on projects critical to organizational success.

Choose the path that fits your career goals, desired skills, and experience

Microsoft Certifications

Validates broad technical proficiency

Role-based

Breadth of skills

Exam with interactive elements

Scheduled

Goal	
Context	
Scope	
Format	
Flexibility	

Microsoft Applied Skills

Validates one specific skill

Project-based

Scenario-specific skills

Assessment via interactive lab experience

On-demand

Microsoft Applied Skills credentials

Infrastructure

Configure secure access to your workloads using Azure networking

Secure storage for Azure Files and Azure Blob Storage

Deploy and configure Azure Monitor

Digital & app innovation

Develop an ASP.NET Core web app that consumes an API

Implement security through a pipeline using Azure DevOps

Deploy containers by using Azure Kubernetes Service

Security

Secure Azure services and workloads with Microsoft Defender for Cloud regulatory compliance controls

Configure SIEM Security operations using Microsoft Sentinel

Business applications

Create and manage automated processes by using Power Automate

Coming soon

Data & AI

Create an intelligent document processing solution with Azure AI Document Intelligence

Build a natural language processing solution with Azure AI Language

Build an Azure AI Vision solution

Migrate SQL Server workloads to Azure SQL Database

Business applications

Create and manage canvas apps with Power Apps

More scenarios under evaluation

Microsoft Customer Engagement Methodology (MCEM) for Partners

Watch short videos for insight into the MCEM stages

The 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. We're delighted to introduce a curated set of short videos that explore how this methodology can benefit you and provide you with the framework to co-sell with us more effectively.

Why watch?

These seven videos cover how using this methodology can strengthen the co-innovation and co-development process with customers. Our overall goal is to help you develop a shared language with Microsoft and drive increased value for our customers.

Watch videos

MCEM video playlist

1. Introduction
2. Stage 1 – Listen and Consult
3. Stage 2 – Inspire and Design
4. Stage 3 – Empower and Achieve
5. Stage 4 – Realize Value
6. Stage 5 – Manage and Optimize
7. Benefits Summary
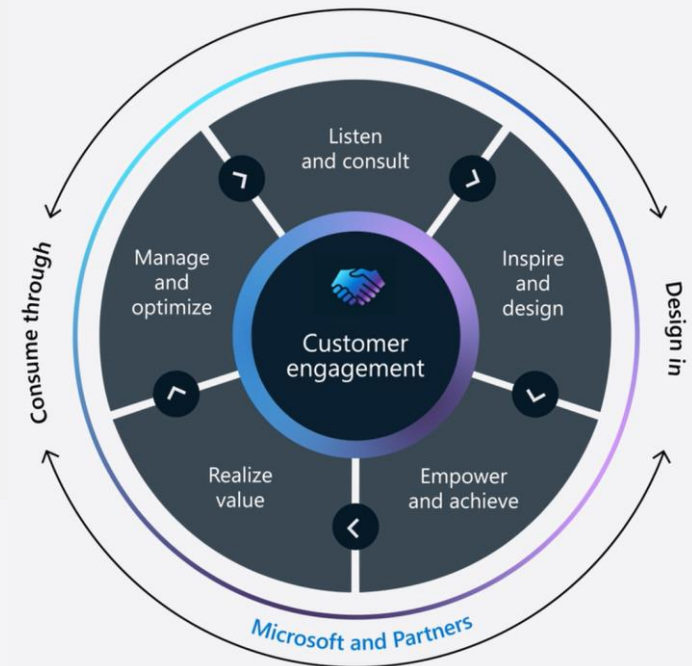
Enablement offerings by solution area

Azure
Business Applications
Modern Work
Security

Azure Enablement Offerings

Enablement focus	Sales	Pre-Sales	Certification	Delivery
Offerings (click to access)	**Sales Bootcamp** **Partner Sales Acceleration Program** Executive Enablement Series: **Podcast** and **Vodcast**	**Solution Play Sales Enablement** **Pre-Sales Enablement**	**Cloud Week** *Mainstream solution play aligned certifications to be prioritized*	**Delivery Enablement: Depth Workshops**
Prioritized solution plays	Migrate & Secure Win & SQL Server Migrate SAP Power Business Decisions w/ Cloud Scale Analytics Build Intelligent Apps (incl. Cognitive Services) Migrate Enterprise Apps Innovate w/ AI (Azure OpenAI)		Administrator (AZ-104) Solution Architect (AZ-305) Network Engineer (AZ-700) Azure for SAP Workloads (AZ-120) Database Administrator (AZ-300) Fabric Analytics Engineer (DP-600) AI Engineer (AI-102) Data Scientist (DP-100) Developer (AZ-204) DevOps Engineer (AZ-400)	Innovate w/ AI (Azure OpenAI) – Shift to priority list Build Intelligent Apps (incl. Cognitive Services) Power Business Decisions w/ Cloud Scale Analytics Migrate & Secure Win & SQL Server Migrate SAP Migrate Enterprise Apps

Accelerate lead cycle success ———————— Improve deployment efficiency & time to value

Developer learning journey: Build and Modernize AI Apps

AUDIENCE

Developer
AI Engineer
Solution Architect

Beginner ——————— **Intermediate** ——————— **Advanced** ——→

Analytics and AI Bootcamp AI Track | Sales

2-hour on demand
Available now
- Microsoft Azure AI Innovation
- Azure AI Go to market
- Innovate with Generative AI
- Accelerating through partnership

Analytics and AI Bootcamp AI Track | Technical

9-hour on demand
Available now
- Azure Machine Learning tour
- Build your company copilot
- Lead the era of AI with AI Services
- Azure AI Vision
- Azure OpenAI latest and greatest

AI-900 Microsoft Azure AI Fundamentals

Available now
- AI workloads and considerations
- Fundamental principles of ML
- Features of Computer vision
- Feature of Natural Language Proc.
- Features of Generative AI workloads

AI-102: Design & Implement a Microsoft Azure AI Solution

Learning path
Available now
- Plan and manage an AI Solution
- Implement decision support sol.
- Implement computer vision sol.
- Implement natural language sol.
- Implement knowledge mining
- Implement generative AI sol.

AZ-204: Developing Solutions for Microsoft Azure

Learning path
Available now
- Develop Azure compute solutions
- Develop for Azure storage
- Implement Azure security
- Monitor, troubleshoot & optimize
- Connect and consume services

Microsoft Applied Skills

Available now
- Build an Azure AI Vision solution
- Build a Natural Language solution
- Create a Document Intelligence sol.
- Develop Generative AI sol. with Azure Open AI

Build and Modernize AI Apps

Technical workshop
Check upcoming events

- DevOps and GitHub
- App Services, AKS, Functions
- Azure SQL DB & Cosmos DB
- Azure AI Services, Azure OpenAI
- Well architected & Security

Enlighten Apps with Cognitive Capabilities

On demand
Available now

- Voice enabled apps w/Speech
- Conversational & language
- Computer vision & Decision

Azure OpenAI

Technical workshop
Check upcoming events

- **Models and Prompt Engineering**
- **Embeddings and Search**
- **Code completion & Security**

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Data Scientist learning journey: Build and Modernize AI Apps

AUDIENCE

Data Scientist

Beginner —————————— Intermediate ————————— Advanced →

Analytics and AI Bootcamp AI Track | Sales

2-hour on demand
Available now
- Microsoft Azure AI Innovation
- Azure AI Go to market
- Innovate with Generative AI
- Accelerating through partnership

Analytics and AI Bootcamp AI Track | Technical

9-hour on demand
Available now
- Azure Machine Learning tour
- Build your company copilot
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AI-900 Microsoft Azure AI Fundamentals

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- AI workloads and considerations
- Fundamental principles of ML
- Features of Computer vision
- Feature of Natural Language Proc.
- Features of Generative AI workloads

DP-100: Design & Implement a Data Science Solution

Learning path
Available now

- Design and prepare a ML solution
- Explore data and train models
- Prepare a model for deployment
- Deploy and retrain a model

Azure ML and MLOPS

On demand
Available now

- Automating and deploying models
- Orchestrating ML workflows

Legend
- ■ Workshop
- ■ Bootcamp
- ■ Microsoft Learn

Administrator learning journey: Innovate with HPC and AI Infrastructure

AUDIENCE

Administrator

Beginner ——————————— Intermediate ——————————— Advanced ⟶

AZ-900 Microsoft Azure Fundamentals
Available now
- AI workloads and considerations
- Fundamental principles of ML
- Features of Computer vision
- Feature of Natural Language Proc.
- Features of Generative AI workloads

Running HPC applications on Azure
10-hour Learning Path
Available now

- Introduction
- Create an Azure Batch account
- Run parallel tasks in Azure Batch
- Create an app to run parallel compute jobs in Azure Batch
- Create, customize and manage an HPC cluster in Azure with Azure CycleCloud
- Understand factors that influence HPC storage selection in Azure
- Introduction to Azure HPC Cache

AZ-104: Azure Administrator
Learning path
Available now

- Manage Identities and Governance
- Implement and manage storage
- Deploy and manage compute resources
- Implement and manage virtual networking
- Monitor and maintain resources

Legend
- ■ Workshop
- ■ Bootcamp
- ■ Microsoft Learn

Learning journey: Migrate and Secure Windows Server & SQL Server

AUDIENCE

Administrator
Solution Architect

Beginner ——————————————— Intermediate ———————— Advanced →

Accelerate cloud adoption with CAF for Azure

Learning path – 10 hours
<u>Available now</u>
- Getting start with the Microsoft Cloud Adoption Framework
- Prepare with a well-define strategy
- Prepare with a data-driven plan
- Choose the best Azure landing zone
- Repeatable processes and tools
- Address Risk with Govern method.

Azure Administrator

Learning path – 10 hours
<u>Available now</u>
- Manage identities and governance
- Implement and manage storage
- Deploy and manage Azure Compute
- Implement and manage virtual networking
- Monitor and maintain resources

Migrate Windows Server workloads to Azure

Learning path – 4 hours
<u>Available now</u>
- Intro to Azure Migrate for server...
- Set up Azure Migrate for server...
- Discover and assess your servers
- Prepare and Migrate
- Migrate VMware to AVS

Migrate SQL Server workloads to Azure SQL

Learning path – 9 hours
<u>Available now</u>
- Design a SQL Server strategy
- Assess SQL Server databases...
- Migrate SQL Server to Azure VMs
- Migrate SQL Server to Azure SQL DB
- Migrate to Azure SQL Managed Inst.

Migrate ASP.NET Apps to Azure

Learning path – 10 hours
<u>Available now</u>
- Introduction to migrating apps
- Host a web app with App Service
- Provision an Azure SQL database
- Migrate SQL Server workloads

Migrate & Secure workloads to Azure

Workshop – 16 hours
<u>Check upcoming workshops</u>
- Cloud Adoption Framework
- Azure Migrate: Server migration, database migration, app migration
- Well-architected Framework
- Security: Sentinel, Defender for Cloud

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Business Applications Enablement Offerings

Enablement focus	Sales	Pre-Sales	Certification	Delivery
Offerings (click to access)	**Sales Bootcamp** **Partner Sales Acceleration Program** Executive Enablement Series: **Podcast** and **Vodcast** High Volume Practice Program: **Fundamentals** and **Advanced**	**Solution Play Sales Enablement** **Solution Play Pre-Sales Enablement** **Catalyst Partner Training**	**Modular Training Videos** **Cloud Week** *Mainstream solution play aligned certifications to be prioritized*	**Delivery Enablement: Depth Workshops**
Prioritized solution plays	Accelerate Revenue Generation Modernize Service Optimize Finance and Supply Chain Accelerate Innovation with Low Code SMB Scale Business Operations		Sales (MB-210) Customer Insights (Journeys) (MB-220) Customer Insights (Data) (MB-260) Customer Service (MB-230) Field Service (MB-240) Finance (MB-310) Supply Chain (MB-330 & MB-335) F&O Developer (MB-500) F&O Architect (MB-700) Power Platform Consultant (PL-200) Power Platform Developer (PL-400) Power Automate RPA Dev (PL-500) Power Platform Architect (PL-600) Business Central (MB-800 & MB-820)	Accelerate Revenue Generation Modernize Service Optimize Finance and Supply Chain Accelerate Innovation with Low Code SMB Scale Business Operations

Accelerate lead cycle success ———— Improve deployment efficiency & time to value

Functional Consultant Learning Journey: Accelerate Revenue Generation

AUDIENCE

Business Analyst – Customer Experience

Sales Functional Consultant

Marketing Functional Consultant

Customer Engagement Apps (Power Platform) Solution Architect

Beginner → **Intermediate** → **Advanced**

Beginner

MB-910 Dynamics 365 Fundamentals (CRM)

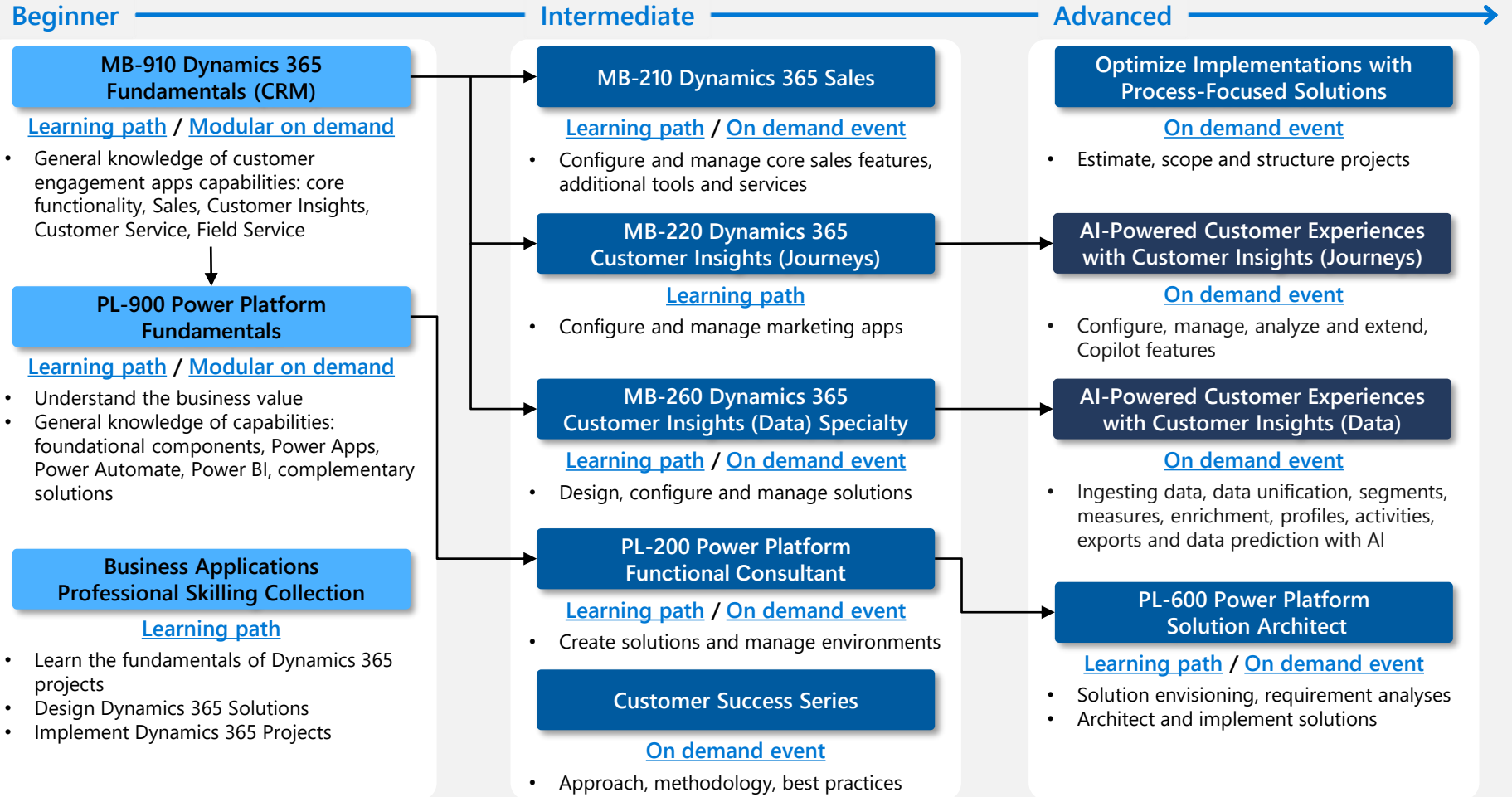Learning path / Modular on demand

- General knowledge of customer engagement apps capabilities: core functionality, Sales, Customer Insights, Customer Service, Field Service

PL-900 Power Platform Fundamentals

Learning path / Modular on demand

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

Business Applications Professional Skilling Collection

Learning path

- Learn the fundamentals of Dynamics 365 projects
- Design Dynamics 365 Solutions
- Implement Dynamics 365 Projects

Intermediate

MB-210 Dynamics 365 Sales

Learning path / On demand event

- Configure and manage core sales features, additional tools and services

MB-220 Dynamics 365 Customer Insights (Journeys)

Learning path

- Configure and manage marketing apps

MB-260 Dynamics 365 Customer Insights (Data) Specialty

Learning path / On demand event

- Design, configure and manage solutions

PL-200 Power Platform Functional Consultant

Learning path / On demand event

- Create solutions and manage environments

Customer Success Series

On demand event

- Approach, methodology, best practices

Advanced

Optimize Implementations with Process-Focused Solutions

On demand event

- Estimate, scope and structure projects

AI-Powered Customer Experiences with Customer Insights (Journeys)

On demand event

- Configure, manage, analyze and extend, Copilot features

AI-Powered Customer Experiences with Customer Insights (Data)

On demand event

- Ingesting data, data unification, segments, measures, enrichment, profiles, activities, exports and data prediction with AI

PL-600 Power Platform Solution Architect

Learning path / On demand event

- Solution envisioning, requirement analyses
- Architect and implement solutions

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

Dynamics 365 Guidance & Technical Documentation

Dynamics 365 Functional Consultant, Solution Architect

Success by Design & Dynamics 365 Implementation Guide

FastTrack for Dynamics 365, Architecture Insights

Dynamics 365 Tech Talks, on demand and upcoming

Power Platform Tech Talks, meeting invite, past recordings

Release Plans

Microsoft Assessments

Partner Resources Guide

Functional Consultant Learning Journey: Modernize Service

AUDIENCE

Customer Service Business Analyst

Field Service Business Analyst

Customer Service Functional Consultant

Field Service Functional Consultant

Customer Engagement Apps (Power Platform) Solution Architect
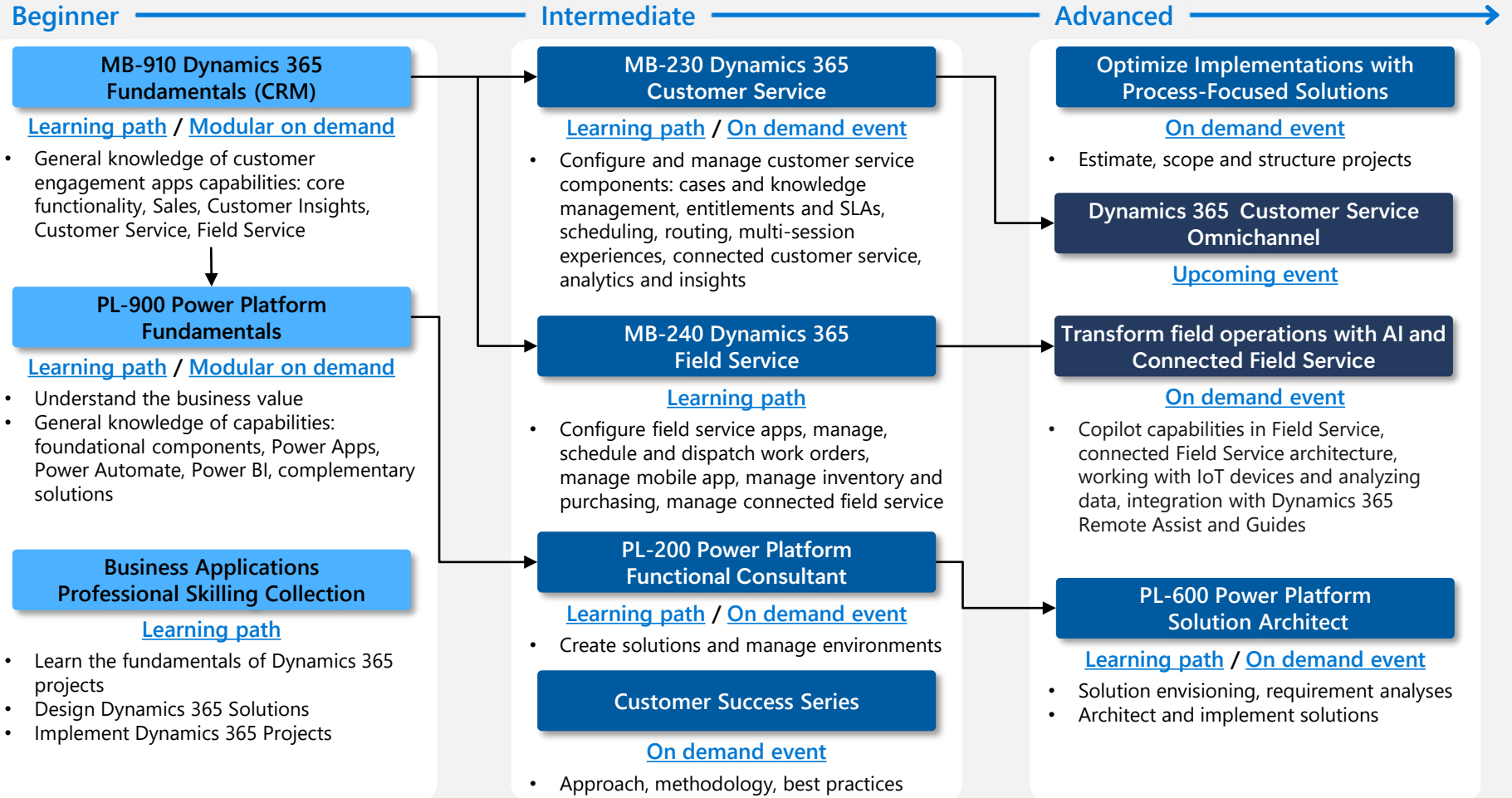
Legend
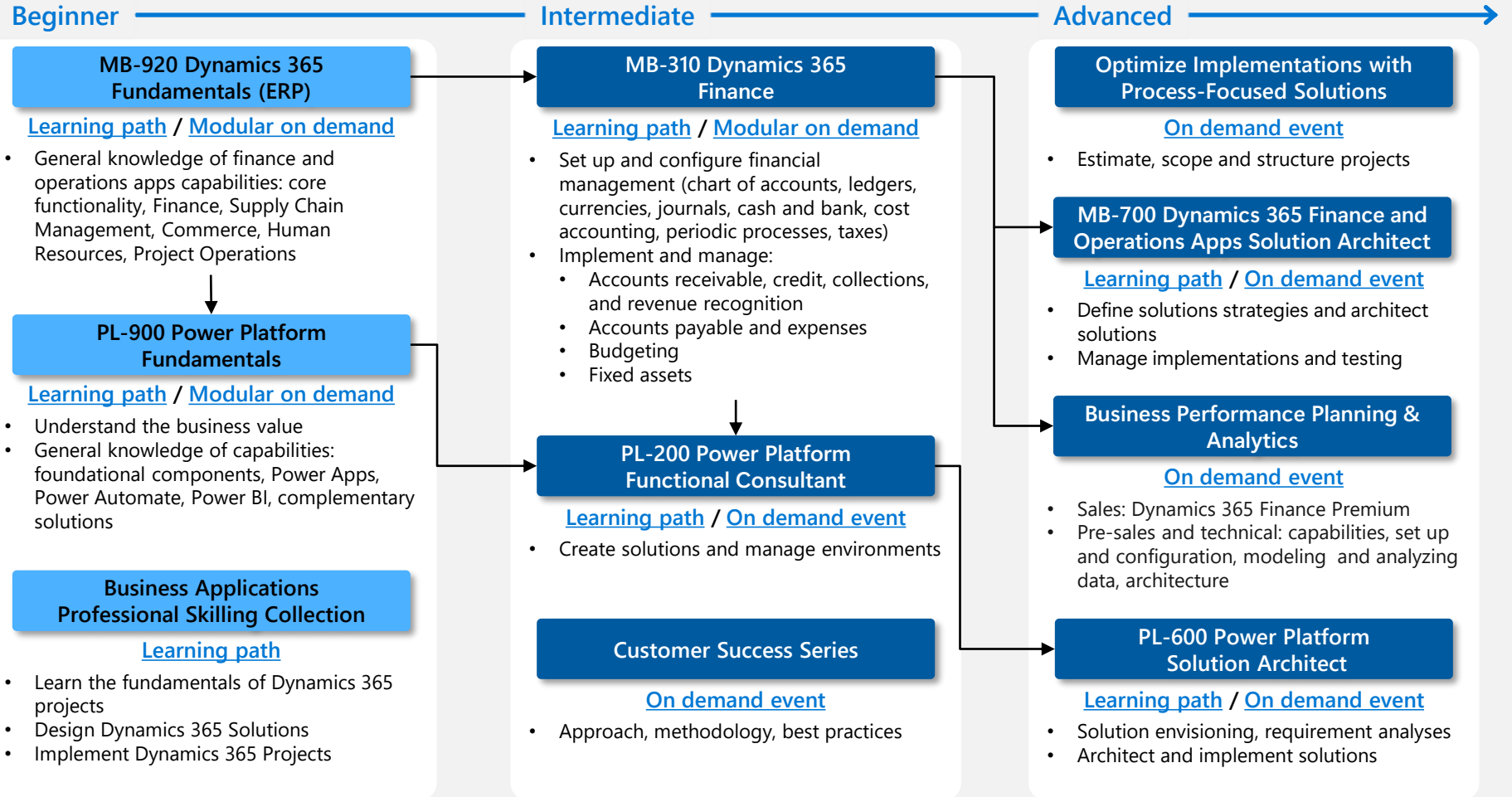- Workshop
- Bootcamp
- Microsoft Learn

Beginner ———————————————————— **Intermediate** ———————— **Advanced** ——→

MB-910 Dynamics 365 Fundamentals (CRM)
Learning path / **Modular on demand**
- General knowledge of customer engagement apps capabilities: core functionality, Sales, Customer Insights, Customer Service, Field Service

PL-900 Power Platform Fundamentals
Learning path / **Modular on demand**
- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

Business Applications Professional Skilling Collection
Learning path
- Learn the fundamentals of Dynamics 365 projects
- Design Dynamics 365 Solutions
- Implement Dynamics 365 Projects

MB-230 Dynamics 365 Customer Service
Learning path / **On demand event**
- Configure and manage customer service components: cases and knowledge management, entitlements and SLAs, scheduling, routing, multi-session experiences, connected customer service, analytics and insights

MB-240 Dynamics 365 Field Service
Learning path
- Configure field service apps, manage, schedule and dispatch work orders, manage mobile app, manage inventory and purchasing, manage connected field service

PL-200 Power Platform Functional Consultant
Learning path / **On demand event**
- Create solutions and manage environments

Customer Success Series
On demand event
- Approach, methodology, best practices

Optimize Implementations with Process-Focused Solutions
On demand event
- Estimate, scope and structure projects

Dynamics 365 Customer Service Omnichannel
Upcoming event

Transform field operations with AI and Connected Field Service
On demand event
- Copilot capabilities in Field Service, connected Field Service architecture, working with IoT devices and analyzing data, integration with Dynamics 365 Remote Assist and Guides

PL-600 Power Platform Solution Architect
Learning path / **On demand event**
- Solution envisioning, requirement analyses
- Architect and implement solutions

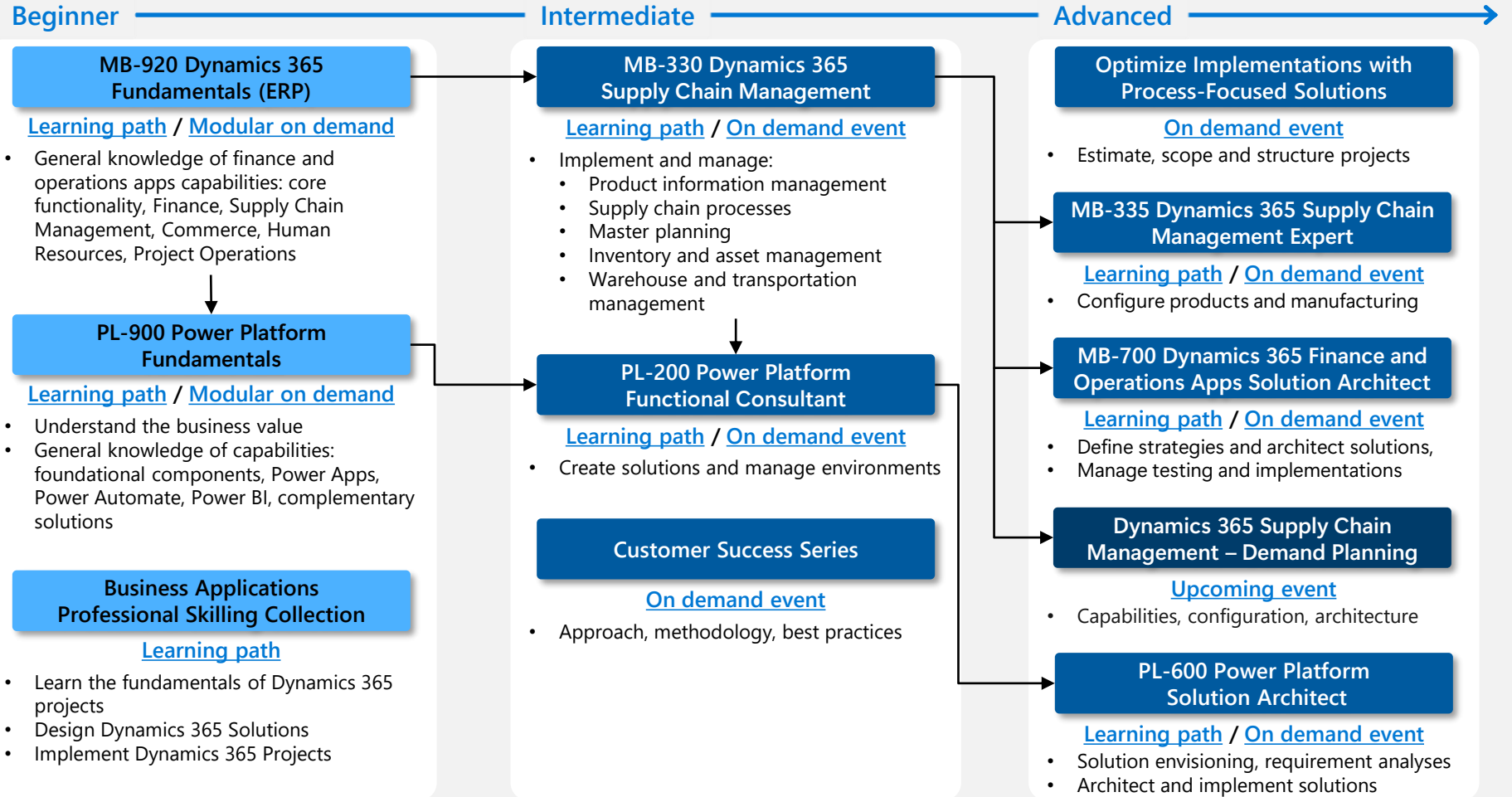
Other training resources | Dynamics 365 Guidance & Technical Documentation | Dynamics 365 Functional Consultant, Solution Architect | Success by Design & Dynamics 365 Implementation Guide | FastTrack for Dynamics 365, Architecture Insights | Dynamics 365 Tech Talks, on demand and upcoming | Power Platform Tech Talks, meeting invite, past recordings | Release Plans | Microsoft Assessments | Partner Resources Guide

Functional Consultant Learning Journey: Optimize Finance & Supply Chain

AUDIENCE

Finance Business Analyst

Finance Functional Consultant

Finance and Operations Apps Solution Architect

Beginner ⸻⸻⸻⸻⸻⸻⸻⸻⸻ **Intermediate** ⸻⸻⸻⸻⸻ **Advanced** ⸻⸻⸻⸻→

MB-920 Dynamics 365 Fundamentals (ERP)

Learning path / **Modular on demand**

- General knowledge of finance and operations apps capabilities: core functionality, Finance, Supply Chain Management, Commerce, Human Resources, Project Operations

PL-900 Power Platform Fundamentals

Learning path / **Modular on demand**

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

Business Applications Professional Skilling Collection

Learning path

- Learn the fundamentals of Dynamics 365 projects
- Design Dynamics 365 Solutions
- Implement Dynamics 365 Projects

MB-310 Dynamics 365 Finance

Learning path / **Modular on demand**

- Set up and configure financial management (chart of accounts, ledgers, currencies, journals, cash and bank, cost accounting, periodic processes, taxes)
- Implement and manage:
  - Accounts receivable, credit, collections, and revenue recognition
  - Accounts payable and expenses
  - Budgeting
  - Fixed assets

PL-200 Power Platform Functional Consultant

Learning path / **On demand event**

- Create solutions and manage environments

Customer Success Series

On demand event

- Approach, methodology, best practices

Optimize Implementations with Process-Focused Solutions

On demand event

- Estimate, scope and structure projects

MB-700 Dynamics 365 Finance and Operations Apps Solution Architect

Learning path / **On demand event**

- Define solutions strategies and architect solutions
- Manage implementations and testing

Business Performance Planning & Analytics

On demand event

- Sales: Dynamics 365 Finance Premium
- Pre-sales and technical: capabilities, set up and configuration, modeling and analyzing data, architecture

PL-600 Power Platform Solution Architect

Learning path / **On demand event**

- Solution envisioning, requirement analyses
- Architect and implement solutions

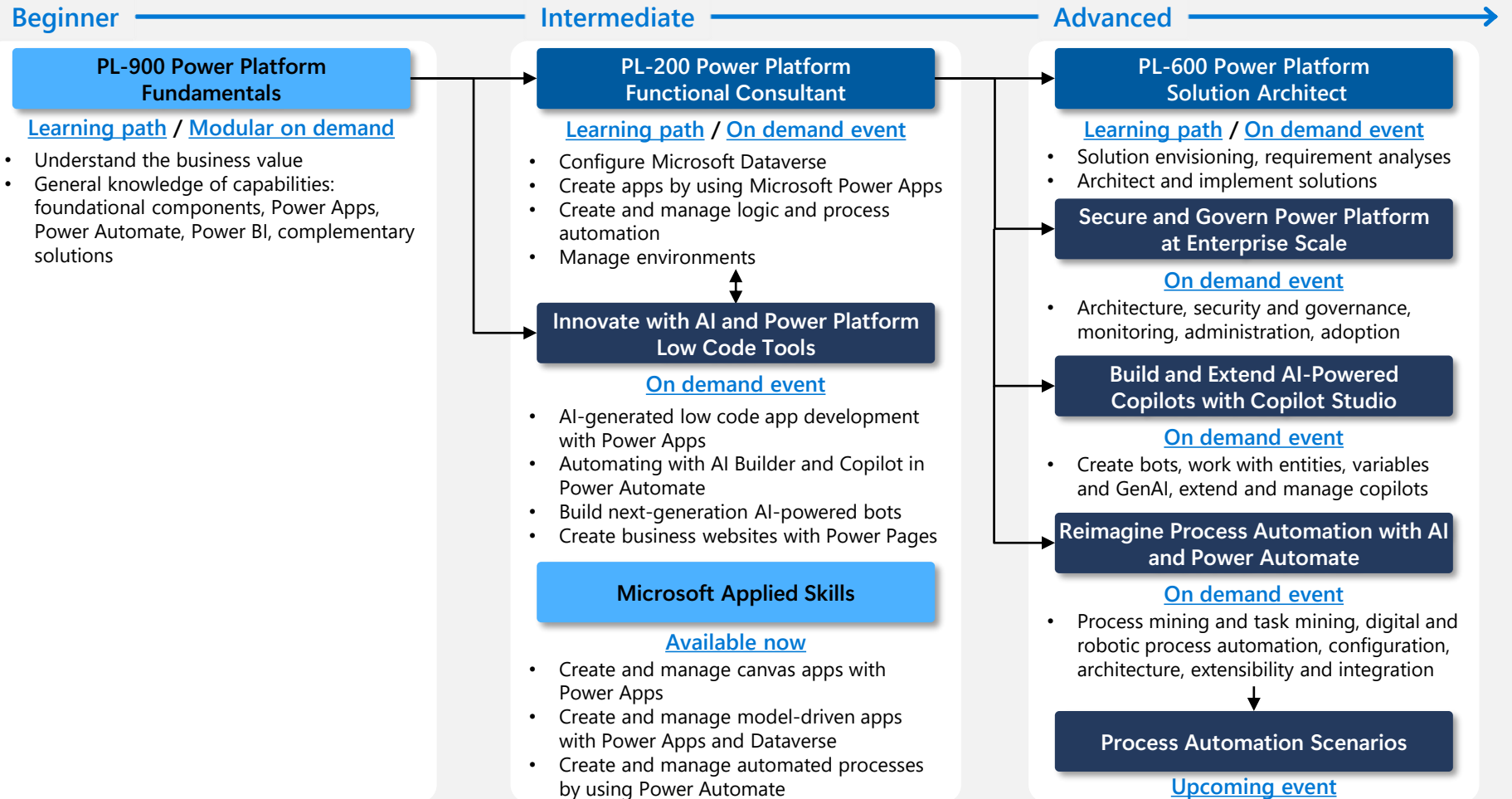**Legend**

- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

| Dynamics 365 Guidance & Technical Documentation | Dynamics 365 Functional Consultant, Solution Architect | Success by Design & Dynamics 365 Implementation Guide | FastTrack for Dynamics 365, Architecture Insights | Dynamics 365 Tech Talks, on demand and upcoming | Power Platform Tech Talks, meeting invite, past recordings | Release Plans | Microsoft Assessments | Partner Resources Guide |

Functional Consultant Learning Journey: Optimize Finance & Supply Chain

AUDIENCE

Supply Chain Management Business Analyst

Supply Chain Management Functional Consultant

Finance and Operations Apps Solution Architect

Beginner ————————————————— **Intermediate** ————————————————— **Advanced** →

MB-920 Dynamics 365 Fundamentals (ERP)

Learning path / Modular on demand

- General knowledge of finance and operations apps capabilities: core functionality, Finance, Supply Chain Management, Commerce, Human Resources, Project Operations

PL-900 Power Platform Fundamentals

Learning path / Modular on demand

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

Business Applications Professional Skilling Collection

Learning path

- Learn the fundamentals of Dynamics 365 projects
- Design Dynamics 365 Solutions
- Implement Dynamics 365 Projects

MB-330 Dynamics 365 Supply Chain Management

Learning path / On demand event

- Implement and manage:
  - Product information management
  - Supply chain processes
  - Master planning
  - Inventory and asset management
  - Warehouse and transportation management

PL-200 Power Platform Functional Consultant

Learning path / On demand event

- Create solutions and manage environments

Customer Success Series

On demand event

- Approach, methodology, best practices

Optimize Implementations with Process-Focused Solutions

On demand event

- Estimate, scope and structure projects

MB-335 Dynamics 365 Supply Chain Management Expert

Learning path / On demand event

- Configure products and manufacturing

MB-700 Dynamics 365 Finance and Operations Apps Solution Architect

Learning path / On demand event

- Define strategies and architect solutions,
- Manage testing and implementations

Dynamics 365 Supply Chain Management – Demand Planning

Upcoming event

- Capabilities, configuration, architecture

PL-600 Power Platform Solution Architect

Learning path / On demand event

- Solution envisioning, requirement analyses
- Architect and implement solutions

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

Dynamics 365 Guidance & Technical Documentation

Dynamics 365 Functional Consultant, Solution Architect

Success by Design & Dynamics 365 Implementation Guide

FastTrack for Dynamics 365, Architecture Insights

Dynamics 365 Tech Talks, on demand and upcoming

Power Platform Tech Talks, meeting invite, past recordings

Release Plans

Microsoft Assessments

Partner Resources Guide

Developer Learning Journey: Optimize Finance & Supply Chain

AUDIENCE

Finance and Operations Apps Developer

Finance and Operations Apps Solution Architect

MB-920 Dynamics 365 Fundamentals (ERP)

Learning path / **Modular on demand**

- General knowledge of finance and operations apps capabilities: core functionality, Finance, Supply Chain Management, Commerce, Human Resources, Project Operations

PL-900 Power Platform Fundamentals

Learning path / **Modular on demand**

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

Business Applications Professional Skilling Collection

Learning path

- Learn the fundamentals of Dynamics 365 projects
- Design Dynamics 365 Solutions
- Implement Dynamics 365 Projects

MB-500 Dynamics 365 Finance and Operations Apps Developer

Learning path / **On demand event**

- Plan the architecture and solution design
- Apply developer tools
- Design and develop AOT elements
- Develop and test code
- Implement:
  - Reporting
  - Security and optimize performance
- Integrate and manage data solutions

PL-400 Power Platform Developer

Learning path

- Create a technical design
- Configure Microsoft Dataverse
- Create and configure Power Apps
- Extend the user experience
- Extend the platform
- Develop integrations

Optimize Implementations with Process-Focused Solutions

On demand event

- Estimate, scope and structure projects

MB-700 Dynamics 365 Finance and Operations Apps Solution Architect

Learning path / **On demand event**

- Define strategies and architect solutions,
- Manage testing and implementations

PL-600 Power Platform Solution Architect

Learning path / **On demand event**

- Solution envisioning, requirement analyses
- Architect and implement solutions

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

Dynamics 365 Guidance & Technical Documentation

Dynamics 365 Functional Consultant, Solution Architect

Success by Design & Dynamics 365 Implementation Guide

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Dynamics 365 Tech Talks, on demand and upcoming

Power Platform Tech Talks, meeting invite, past recordings

Release Plans

Microsoft Assessments

Partner Resources Guide

Functional Consultant Learning Journey: Accelerate Innovation with Low Code

AUDIENCE

Business Analyst

Power Platform Functional Consultant

Power Platform Solution Architect

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Beginner ⟶ **Intermediate** ⟶ **Advanced** ⟶

PL-900 Power Platform Fundamentals

Learning path / **Modular on demand**

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

PL-200 Power Platform Functional Consultant

Learning path / **On demand event**

- Configure Microsoft Dataverse
- Create apps by using Microsoft Power Apps
- Create and manage logic and process automation
- Manage environments

Innovate with AI and Power Platform Low Code Tools

On demand event

- AI-generated low code app development with Power Apps
- Automating with AI Builder and Copilot in Power Automate
- Build next-generation AI-powered bots
- Create business websites with Power Pages

Microsoft Applied Skills

Available now

- Create and manage canvas apps with Power Apps
- Create and manage model-driven apps with Power Apps and Dataverse
- Create and manage automated processes by using Power Automate

PL-600 Power Platform Solution Architect

Learning path / **On demand event**

- Solution envisioning, requirement analyses
- Architect and implement solutions

Secure and Govern Power Platform at Enterprise Scale

On demand event

- Architecture, security and governance, monitoring, administration, adoption

Build and Extend AI-Powered Copilots with Copilot Studio

On demand event

- Create bots, work with entities, variables and GenAI, extend and manage copilots

Reimagine Process Automation with AI and Power Automate

On demand event

- Process mining and task mining, digital and robotic process automation, configuration, architecture, extensibility and integration

Process Automation Scenarios

Upcoming event

Other training resources

Learning Resources Overview, Technical documentation | Center of Excellence (CoE) Starter Kit | Community, Microsoft Partner Community, User Groups | YouTube channel | FastTrack Architecture Insights | XiaD overview, ILT content | Adoption guidance | Tech Talks meeting invite, past recordings | Release Plans | Microsoft Assessments | Partner Resources Guide

Developer Learning Journey: Accelerate Innovation with Low Code

AUDIENCE

Power Platform Developer

Power Platform Solution Architect

Beginner ——————————— **Intermediate** ——————————— **Advanced** ——→

PL-900 Power Platform Fundamentals

Learning path / **Modular on demand**

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

PL-400 Power Platform Developer

Learning path

- Create a technical design
- Configure Microsoft Dataverse
- Create and configure Power Apps
- Extend the user experience
- Extend the platform
- Develop integrations

Innovate with AI and Power Platform Low Code Tools

On demand event

- AI-generated low code app development with Power Apps
- Automating with AI Builder and Copilot in Power Automate
- Build next-generation AI-powered bots
- Create secure, low code business websites with Power Pages

PL-600 Power Platform Solution Architect

Learning path / **On demand event**

- Solution envisioning, requirement analyses
- Architect and implement solutions

Secure and Govern Power Platform at Enterprise Scale

On demand event

- Architecture, security and governance, monitoring, administration, adoption

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Reimagine Process Automation with AI and Power Automate

On demand event

- Process mining and task mining, digital and robotic process automation, configuration, architecture, extensibility and integration

Process Automation Scenarios

Upcoming event

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Automation Learning Journey: Accelerate Innovation with Low Code

AUDIENCE

Business Analyst
Process Automation Designer
Power Platform Developer
RPA Developer

Beginner ——————————————— **Intermediate** ——————— **Advanced** ———————→

PL-900 Power Platform Fundamentals

Learning path / **Modular on demand**

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

PL-500 Microsoft Power Automate RPA Developer

Learning path / **On demand event**

- Design, develop, deploy and manage automations

Innovate with AI and Power Platform Low Code Tools

On demand event

- AI-generated low code app development with Power Apps
- Automating with AI Builder and Copilot in Power Automate
- Build next-generation AI-powered bots
- Create secure, low code business websites with Power Pages

Microsoft Applied Skills

Available now

- Create and manage automated processes by using Power Automate

Reimagine Process Automation with AI and Power Automate

On demand event

- Process mining and task mining, digital and robotic process automation, configuration, architecture, extensibility and integration

Process Automation Scenarios

Upcoming event

Secure and Govern Power Platform at Enterprise Scale

On demand event

- Architecture, security and governance, monitoring, administration, adoption

Build and Extend AI-Powered Copilots with Copilot Studio

On demand event

- Create bots, work with entities, variables and GenAI, extend and manage copilots

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Legend
- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

| Learning Resources Overview, Technical documentation | Center of Excellence (CoE) Starter Kit | Community, Microsoft Partner Community, User Groups | YouTube channel | FastTrack Architecture Insights | XiaD overview, ILT content | Adoption guidance | Tech Talks meeting invite, past recordings | Release Plans | Microsoft Assessments | Partner Resources Guide |

Modern Work Enablement Offerings

Enablement focus	Sales	Pre-Sales	Certification	Delivery
Offerings (click to access)	**Sales Bootcamp** **Partner Sales Acceleration Program** Executive Enablement Series: **Podcast** and **Vodcast**	**Solution Play Sales Enablement** **Solution Play Pre-Sales Enablement**	**Cloud Week** *Mainstream solution play aligned certifications to be prioritized*	**Copilot for Microsoft 365** **Level Up Copilot for Microsoft 365 Data Security Technical Champion** (On-demand- Access code: ALLP-TCDK)
Prioritized solution plays	Secure Productivity Cloud Endpoints Employee Experience Frontline Worker Converged Comms		M365 Modern Desktop Admin M365 Enterprise Admin M365 Teams Admin M365 Collaboration Engineer	*Coming Soon* Cloud Endpoints Employee Experience Frontline Worker Converged Comms

Accelerate lead cycle success ———— Improve deployment efficiency & time to value

Security Enablement Offerings

Enablement focus	Sales	Pre-Sales	Certification	Delivery
Offerings (click to access)	**Sales Bootcamp** **Partner Sales Acceleration Program** Executive Enablement Series: **Podcast** and **Vodcast**	**Solution Play Sales Enablement** **Solution Play Pre-Sales Enablement** **Microsoft Security Immersion Training Events**	**Cloud Week** *Mainstream solution play aligned certifications to be prioritized*	**Delivery Enablement: Depth Workshops** **Spotlight Training**
Prioritized solution plays	Threat protection with XDR and SIEM Data Security Modern Sec Ops Multi Cloud Security		Security Operation(SC-200) Azure Security(AZ-500) Identity and Access(SC-300) Information Protection (SC-400) Cyber Security Architect (SC-100)	Threat protection with XDR and SIEM Data Security Modern Sec Ops Multi Cloud Security

Accelerate lead cycle success — Improve deployment efficiency & time to value

Learning Journey: Threat Protection and Incident Response

AUDIENCE

Targeted for security operational professionals that design and manage their threat protection and response systems.

- User who collaborates with organizational stakeholders to secure information technology systems.
- Goal is to reduce organizational risk by rapidly remediating active attacks in the environment.
- Advises on improvements to threat protection practices.
- Refers violations of organizational policies to appropriate stakeholders.

Relevant partner roles:
- Security consultant/architect
- Endpoint Security consultant
- SOC analyst

Legend
■ (dark navy)	Workshop
■ (blue)	Bootcamp
■ (light blue)	Microsoft Learn

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
MS Learn

- Describe the concepts of security, compliance, and identity
- Describe the capabilities of Microsoft security solutions

Microsoft Security Operations Analyst (SC-200)

Learning path
Available now

- Microsoft Defender for Endpoint Microsoft 365 Defender
- Mitigate threats using Microsoft Defender for Cloud
- Configure your Microsoft Sentinel environment
- Perform threat hunting in Microsoft Sentinel

Implementing Microsoft Defender for EndPoint
Check Upcoming/Ondemand events
- Zero Trust & Deploying MDE
- Onboarding and configuring Devices

Secure cloud-native application with Microsoft Defender for Cloud and integrated solutions
Check Upcoming/Ondemand events
- Microsoft Defender for Cloud, Defender for DevOps and Defender Integration with Microsoft Sentinel

Microsoft Defender for O365, Identity & Cloud Apps
Check Upcoming/Ondemand events
- M365 Defender and MDO
- Securing SaaS apps with Defender for Cloud Apps
- Protecting cloud environment with MDI

Threat Protection and Incident Response with Microsoft Sentinel
Check Upcoming/Ondemand events
- Deploying Microsoft Sentinel
- Threat Intelligence and Investigation
- UEBA analytics architecture

Other training resources

| Microsoft Defender for Endpoint Ninja Course, Self-guided blog | Microsoft 365 Defender Ninja Course, Self-guided blog | Microsoft Defender for Cloud Apps Ninja Course, Self-guided blog | Microsoft Defender for IoT Ninja Training, Self-guided blog | Microsoft Defender for Identity Ninja Course, Self-guided blog | Security Community Technical Webinars, Stay updated |

Learning Journey: Microsoft Sentinel

AUDIENCE

Targeted for security operational professionals that design and manage their threat protection and response systems.

- User who collaborates with organizational stakeholders to secure information technology systems.
- Goal is to reduce organizational risk by rapidly remediating active attacks in the environment.
- Advises on improvements to threat protection practices.
- Refers violations of organizational policies to appropriate stakeholders.

Relevant partner roles:

- SOC analyst
- Security operations team
- SIEM/XDR team

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Beginner ⟶ **Intermediate** ⟶ **Advanced** ⟶

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
[MS Learn](#)

- Describe the concepts of security, compliance, and identity
- Describe the capabilities of Microsoft security solutions

Microsoft Security Operations Analyst (SC-200)

Learning path
[Available now](#)

- Create queries for Microsoft Sentinel using Kusto Query Language (KQL)
- Configure your Microsoft Sentinel environment
- Connect logs to Microsoft Sentinel
- Create detections and perform investigations using Microsoft Sentinel
- Perform threat hunting in Microsoft Sentinel

Migrating your SIEM Solution to Microsoft Sentinel

[**Check Upcoming/Ondemand events**](#)
- Microsoft Sentinel basic concepts
- Planning the migration
- Migrating to Microsoft Sentinel from the Legacy SIEM
- Post-migration optimization

Threat Protection and Incident Response with Microsoft Sentinel

[**Check Upcoming/Ondemand events**](#)
- Deploying and configuring Microsoft Sentinel
- Threat Intelligence and Investigation
- UEBA analytics architecture

Other training resources

Microsoft Sentinel Ninja Course, [Self-guided blogz](#)

Security Community Technical Webinars, [Stay updated](#)

Learning Journey: Data Protection

Targeted for those who plan and implement controls that meet organizational compliance needs.

- User who plans and implements controls that meet organizational compliance needs.
- Responsible for translating requirements and compliance controls into technical implementation.
- Assists organizational control owners to become and stay compliant.
- Creates policies and rules for content classification, data loss prevention, governance, and protection.

Relevant partner roles:

- Compliance teams
- Data security teams
- Cloud architects
- Implementation consultants

Legend	■ Workshop
	■ Bootcamp
	■ Microsoft Learn

Beginner — Intermediate — Advanced →

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
MS Learn

- Describe the concepts of security, compliance, and identity
- Describe the capabilities of Microsoft compliance solutions

Microsoft Purview Information Protection Administrator (SC-400)

Learning path
Available now

- Implement Information Protection in Microsoft 365
- Implement Data Loss Prevention
- Implement Data Lifecycle and Records Management

Fortify your Data Security with Microsoft Purview

Check Upcoming/Ondemand events

- Identify and protect sensitive data across your hybrid environment using Purview Information protection
- Prevent accidental leakage of sensitive information using Purview Data Loss Prevention (DLP)
- Intelligently detect and mitigate critical risks with Microsoft Purview Insider Risk Management

Other training resources

| Become a Microsoft Purview eDiscovery Ninja: Self-guided blog | Microsoft Purview Information Protection Ninja Course: Self-guided blog | Microsoft Purview Data Loss Prevention Ninja Training : Self-guided blog | The Microsoft Cloud App Security (MCAS) Ninja Training: Self-guided blog | Microsoft Compliance Manager (MSCM) Ninja Training: Self-Guided blog | Microsoft Purview One-Stop-Shop (OSS) Self-guided site |

Learning Journey: Identity and Access Management

AUDIENCE

Targeted for those who design, implement, and operate an organization's identity and access management systems using Azure Active Directory.

- User who designs, implements, and operates an organization's identity and access management systems by using Azure AD.
- Manages tasks such as providing secure authentication and authorization access to enterprise applications.
- Drives strategic identity projects to modernize identity solutions and to implement hybrid identity solutions and identity governance.

Relevant partner roles:
- Security administrator
- Azure AD administrator
- Identity consultant
- Identity architect

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Beginner ⟶ Intermediate ⟶ Advanced

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
[MS Learn](#)

- Describe the concepts of security, compliance, and identity

Microsoft Identity and Access Administrator (SC-300)

Learning path
[Available now](#)

- Implement an identity management solution
- Implement an Authentication and Access Management solution
- Implement Access Management for Apps
- Plan and implement an identity governance strategy

Identity & Access Management with Microsoft Entra

[Check Upcoming/Ondemand events](#)

- Managing Identity in Microsoft Entra
- Protecting Identities with Microsoft Entra ID Protection
- Managing Governance and Access with Microsoft Entra
- Managing Permissions and Workload Identity Solutions with Microsoft Entra

Other training resources

Microsoft Defender for Identity Ninja Course, [Self-Guided Blog](#)

SMB Reseller offerings

Azure, Business Applications, Modern Work
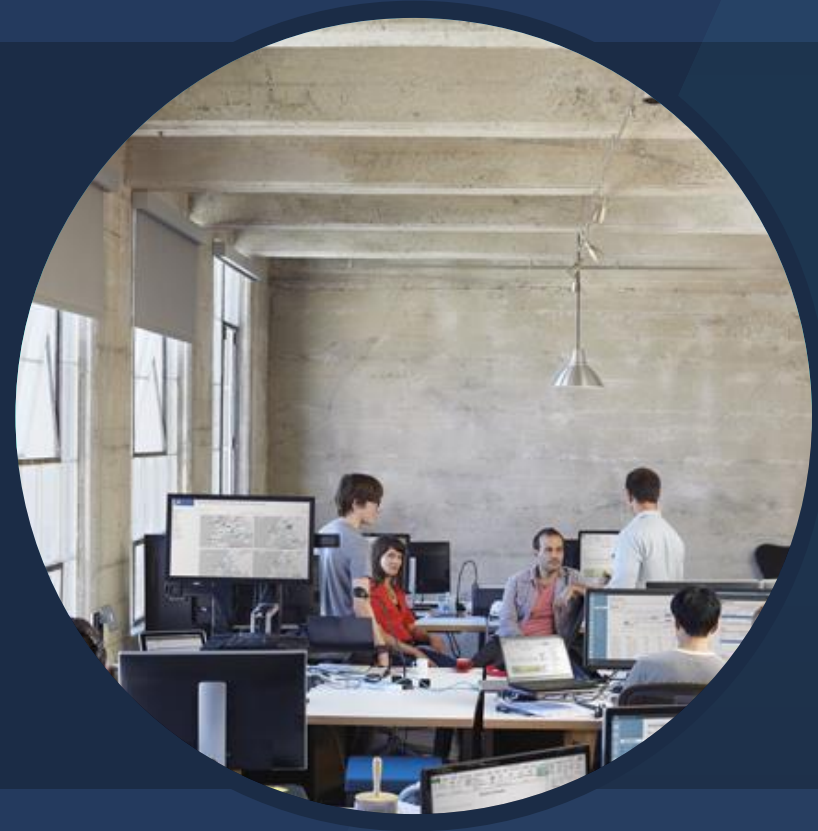
Azure

Set the foundation for success as an SMB reseller

1 — Understand the Solution Play

Learn about the Solution Play and the top customer scenarios.

- 📡 [Microsoft Azure Virtual Training Day: Migrate and modernize your data estate and infrastructure workloads](#) | *Check upcoming events*

- ▶ [SMB Solution Play Enablement](#)
  Migrate & Secure Windows Server and SQL Server

- 📡 [SMB Sales Bootcamp](#)
  May 14-16

2 — Get ready for a cloud role

Prepare for crucial roles on migration projects

- ▶ [Cloud Week for Partners](#)
  📡 *These week-long virtual events include tracks for critical roles on Migration projects such as Azure Administrator (AZ-104) and Azure Solution Architect (AZ-305).*

- ▶ [Microsoft Learn](#)
  Use free resources (learning paths, exam prep videos and study guides) to understand key roles such as:
  [Azure Administrator](#)
  [Azure Solution Architect](#)

3 — Get ready for projects

Build in-depth knowledge to deliver projects successfully

- ▶ [Azure Depth Workshops](#)
  📡 *Allow partners to gain the knowledge needed to deliver projects aligned to key Solution Plays (Migrate and Secure Windows Server and SQL Server). Check upcoming events or watch on-demand content.*

4 — Drive customer conversions

Use the Campaign in a box and other resources to show customer the benefits and best practices to run workloads on Azure

- ▶ [Partner Sales Acceleration Program (PSAP)](#)
  Available now

- ▶ [Campaign in a box](#)

- ▶ [Additional resources](#)

Azure
Enablement offerings for SMB Reseller

| **Enablement start** | **Microsoft Level-Up for Partners** is an interactive, holistic, on-demand enablement progress for partners with a Solutions Partner designation, anchored on Microsoft SMB Solution Plays. Courses cover sales, certification guidance, resources for preparing for certifications aligned to Solutions Partner designations, and depth skilling. Contact Microsoft to activate. |

| **Enablement focus** | Sales | Pre-Sales | Certification | Delivery |

| **Offerings (click to access)** | Sales Bootcamp

Partner Sales Acceleration Program

Executive Enablement Series: Podcast and Vodcast | FY24 Solution Play Sales Enablement

FY24 Solution Play Pre-Sales Enablement | Cloud Week

Mainstream solution play aligned certifications to be prioritized | Delivery Enablement: Depth Workshops |

| **Prioritized solution plays** | Migrate and Secure Windows Server and SQL Server | | Azure Administrator (AZ-104)
Azure Solution Architect (AZ-305)
Database Administrator (DP-300)
Data Engineer (DP-203) | Migrate and Secure Workshop |

Don't miss:

Level-Up for Partners
Connect with Microsoft PM to activate

Azure & Security Cloud Week
April 15-19

Solution Play Enablement (See Level Up)

SMB Sales Bootcamp
May 14-16

Azure Cloud Week for SMB
June 10-14

Resources:
1. Campaign in a box
2. Additional resources

Business Applications

Set the foundation for success as an SMB Reseller

1

Understand the Solution Play

Learn about the Solution Play and the top customer scenarios.

▶ SMB Solution Play Enablement

2

Understand the products

Build foundational knowledge about what the solutions can do.

▶ Dynamics 365 Business Central Functional Consultant (MB-800)

▶ Dynamics 365 Sales
  Dynamics 365 Fundamentals (CRM)
  MB-910

▶ Power Platform
  Power Platform Fundamentals
  PL-900

▶ Business Applications Cloud Week

3

Drive faster time to value

Assist partners in building compelling repeatable offers that address top customer scenarios.

((•)) High Volume Practice Program
  • Fundamentals
  • Advanced

4

Drive customer conversions

Help partners build sales strategies drive customer conversations and close their first deals.

▶ Partner Sales Acceleration Program (PSAP)
  Available now

((•)) SMB Sales Bootcamp
  May 14-16

Reference	Audience:		Format:	
	🖵	Sales & Pre-Sales	▶	On-demand
	🖊	Technical	((•))	Live

Business Applications
Enablement offerings for SMB Reseller

Enablement start	**Microsoft Level-Up for Partners** is an interactive, holistic, on-demand enablement progress for partners with a Solutions Partner designation, anchored on Microsoft SMB Solution Plays. Courses cover sales, certification guidance, resources for preparing for certifications aligned to Solutions Partner designations, and depth skilling. Contact Microsoft to activate.

Enablement focus	$ Sales	Pre-Sales	Certification	Delivery

Offerings (click to access)	Sales Bootcamp Partner Sales Acceleration Program Executive Sales Series: Podcast and Vodcast High Volume Practice Program: Fundamentals and Advanced	FY24 Solution Play Sales Enablement FY24 Solution Play Pre-Sales Enablement	Modular Training Videos Cloud Week *Mainstream solution play aligned certifications to be prioritized*	Delivery Enablement: Depth Workshops

Prioritized solution plays	SMB Scale Business Operations		Business Central (MB-800) Business Central Dev (MB-820) Sales (MB-210) Power Platform Consultant (PL-200) Power Platform Dev (PL-400) Power Automate RPA Dev (PL-500) Power Platform Architect (PL-600)	SMB Scale Business Operations

Accelerate lead cycle success ——— Improve deployment efficiency & time to value

💡 Don't miss:

Level-Up for Partners
Connect with Microsoft PM to activate

Solution Play Enablement (see Level Up)

SMB Sales Bootcamp
May 14-16

High Volume Practice Program
Available now

Business Applications Cloud Week
On demand (MB-820 track)

Resources:
1. Business Applications Partner Opportunity for new SMB Solution Play
2. Accelerate Your GTM with SMBs: Reseller Guide

Modern Work

Set the foundation for success as an SMB Reseller

1

Understand the Solution Play

Learn about the Solution Play and the top customer scenarios.

- ▶ SMB Solution Play Enablement
  Secure Productivity

- ▶ Modular Training
  MS-900 365 Fundamentals

2

Understand the products

Build foundational knowledge about what the solutions can do.

- ((•)) Cloud Week May 13-17
  -Microsoft 365 Administrator (MS-102)
  -Managing Microsoft Teams (MS-700)
  -Microsoft 365 Fundamentals (MS-900)
- ((•)) Frontline Worker Partner Technical Bootcamp
- ((•)) Microsoft 365 CSP Masters Program-Copilot for Microsoft 365 Technical Bootcamp
- ▶ Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK)

3

Drive faster time to value

Increase productivity and generate demand online

- ((•)) Welcome to Microsoft 365 Partner Readiness Hub
  Available now
- 💬🖋 Download the "AI Transformation Partner Playbook"

4

Drive customer conversions

Help partners build sales strategies drive customer conversations and close their first deals.

- ▶ Partner Sales Acceleration Program (PSAP)
  Available now
- ((•)) SMB Sales Bootcamp
  May 14-16
- ((•)) Microsoft 365 CSP Masters Program- Copilot for Microsoft 365 - Sales Bootcamp

Enablement offerings for SMB Reseller

Enablement start	**Microsoft Level-Up for Partners** is an interactive, holistic, on-demand enablement progress for partners with a Solutions Partner designation, anchored on Microsoft SMB Solution Plays. Courses cover sales, certification guidance, resources for preparing for certifications aligned to Solutions Partner designations, and depth skilling. Contact Microsoft to activate.			
Enablement focus	💲 Sales	📊 Pre-Sales	📄 Certification	📦 Delivery
Offerings (click to access)	Sales Bootcamp Partner Sales Acceleration Program Executive Enablement Series: Podcast and Vodcast	FY24 Solution Play Sales Enablement FY24 Solution Play Pre-Sales Enablement	Cloud Week *Mainstream solution play aligned certifications to be prioritized*	Delivery Enablement: Depth Workshops
Prioritized solution plays	Secure Productivity		Microsoft 365 Administrator (MS-102) Endpoint Administrator (MD-102) Microsoft Identity and Access Administrator (SC-300) Managing Microsoft Teams (MS-700)	Configuring Microsoft Teams Premium

◁——— **Accelerate lead cycle success** ———▷   ◁——— **Improve deployment efficiency & time to value** ———▷

💡 **Don't miss:**

Level-Up for Partners
Connect with Microsoft PM to activate

Solution Play Enablement
(See Level Up)

MW Cloud Week May 13-17

SMB Sales Bootcamp
May 14-16

Microsoft 365 CSP Masters Program – Copilot for Microsoft 365 Sales & Technical Bootcamp

Copilot for Microsoft 365 Pre-sales, Deployment & Adoption Bootcamps

Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK)

Resources:
1. Microsoft 365 Partner Readiness Hub

Microsoft Level-Up for Partners

A holistic Partner Enablement offering

Microsoft Level-Up for Partners—an interactive, holistic, on-demand enablement program for partners with a Solutions Partner designation, anchored on 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.

Download playbook

Watch video

Why register?

Microsoft Level-Up provides packaged skilling offerings aligned to mainstream solution plays through an on-demand platform.

Courses are embedded with assessments to drive project readiness capability in Sales, Pre-Sales, and Technical areas.

Sales	Pre-Sales	Technical
Drive pipeline	Improve POC and RFP capability	Improve implementation and deployment capability; accelerate attaining a Solutions Partner designation and specialization

ACTION: **Give Level-Up a try and let us know what you think.**
Note: Access is limited to Microsoft partners 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 are employed by.

Level-Up: How partners can invite employees to sign up

What Level-Up participants can expect:

A guided learning plan in a convenient format

Access to a vast library of Microsoft training materials and resources

Guidance for participants working toward a Solutions Partner designation and specialization

Built-in SCORM content, on-demand videos, and interactive content

Follow up hands-on lab activity

ACTION: Give Level-Up a try and let us know what you think.

Note: Access is limited to Microsoft partners 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 are employed by.

Resources

- AskGPSEnablement@microsoft.com
- Partner Training Site
- Microsoft Partner Skilling Playbooks (including SMB & Level-Up), Partner Training Calendar, newsletters, and guides
- Microsoft partner readiness repository
- Microsoft Learn
- AI Enablement one-pager

By event type

Cloud Weeks	Sales Bootcamps

By solution area

Azure	Business Applications
Modern Work	Security

For SMB Resellers

Azure	Business Applications
Modern Work	

Appendix

Solutions Partner for Infrastructure (Azure)

Skilling requirements: [Intermediate](#) | [Advanced](#) | [Specialization](#)

Solutions Partner for Infrastructure (Azure) designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills. Partners can get up to 20 points on each skilling subcategory (intermediate and advanced certifications).

Intermediate
Required:
> **AZ-104:** Azure Administrator Associate

Advanced
Required:
> **AZ-305:** Azure Solutions Architect Expert

Other certifications:
AZ-700: Azure Network Engineer Associate
AZ-800+AZ-801: Windows Server Hybrid Administrator Associate
AZ-600: Azure Stack Hub Operator Associate*

Other certifications:
AZ-140: Azure Virtual Desktop Specialty
AZ-120: Azure for SAP Workloads Specialty

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

[**Infra and Database Migration to Microsoft Azure**](#)

[**Hybrid Cloud Infrastructure with Azure Stack HCI**](#)

[**Microsoft Azure Virtual Desktop**](#)

[**SAP on Microsoft Azure**](#)

[**Microsoft Azure VMware Solution**](#)

[**Networking Services in Microsoft Azure**](#)

* This certification retired on July 31, 2023. It will remain eligible for points for through July 2024

Solutions Partner for Data & AI (Azure)

Solutions Partner for Data & AI (Azure) designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills. Partners can get up to 40 points on intermediate skilling (advanced certs are not applicable to Data & AI).

Intermediate
Required:
AZ-104: Azure Administrator Associate
AZ-305: Azure Solutions Architect Expert

Other certifications:
DP-300: Azure Database Administrator Associate
AI-102: Azure AI Engineer Associate
DP-100: Azure Data Scientist Associate
DP-203: Azure Data Engineer Associate
PL-300: Data Analyst Associate
MB-260: Customer Data Platform Specialty
DP-420: Azure Cosmos DB Developer Specialty

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

AI and Machine Learning in Microsoft Azure

Analytics on Microsoft Azure

Build and modernize AI Apps with Microsoft Azure

Business Intelligence

Data Warehouse migration to Microsoft Azure

Hybrid cloud infrastructure with Microsoft Azure Stack HCI

Infra and Database Migration to Microsoft Azure

Kubernetes on Microsoft Azure

Migrate Enterprise Applications to Microsoft Azure

Solutions Partner for Digital & App Innovation (Azure)

Skilling requirements: [Intermediate](#) | [Advanced](#) | [Specialization](#)

Solutions Partner for Digital & App Innovation (Azure) designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills. Partners can get up to 20 points on each skilling subcategory (intermediate and advanced certifications).

Intermediate
Required:
    AZ-104: Azure Administrator Associate

Other certifications:
AZ-204: Azure Developer Associate
PL-400: Power Platform Developer Associate

Advanced
Required:
    AZ-305: Azure Solutions Architect Expert

Other certifications:
AZ-220: Azure IoT Developer Specialty*
AZ-400: DevOps Engineer Expert
PL-600: Power Platform Solution Architect Expert

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

[AI and Machine Learning in Microsoft Azure](#)

[Build and modernize AI Apps with Microsoft Azure](#)

[DevOps with GitHub on Microsoft Azure](#)

[Intelligent Automation](#)

[Hybrid Cloud Infrastructure with Azure Stack HCI](#)

[Kubernetes on Microsoft Azure](#)

[Low Code Application Development specialization](#)

[Migrate Enterprise Applications to Microsoft Azure](#)

* This certification retired on July 31, 2023. It will remain eligible for points for through July 2024

Solutions Partner for Business Applications

Skilling requirements: Intermediate | Advanced

To attain a **Solutions Partner for Business Applications designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate

MB-210: Dynamics 365 Sales Functional Consultant Associate

MB-220: Microsoft Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate

MB-230: Dynamics 365 Customer Service Functional Consultant Associate

MB-240: Dynamics 365 Field Service Functional Consultant Associate

MB-260: Microsoft Dynamics 365 Customer Insights (Data) Specialist

MB-310: Dynamics 365 Finance Functional Consultant Associate

MB-320: Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate

MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate

MB-340: Dynamics 365 Commerce Functional Consultant Associate

MB-500: Dynamics 365: Finance and Operations Apps Developer Associate

MB-800: Dynamics 365 Business Central Functional Consultant Associate

PL-200: Power Platform Functional Consultant Associate

PL-300: Data Analyst Associate

PL-400: Power Platform Developer Associate

PL-500: Power Automate RPA Developer Associate

DP-500: Azure Enterprise Data Analyst Associate

Advanced

MB-335: Microsoft Dynamics 365 Supply Chain Management Functional Consultant Expert

PL-600: Power Platform Solution Architect Expert

MB-700: Dynamics 365: Finance and Operations Apps Solution Architect Expert

Solutions Partner for Business Applications

Skilling requirements: Specialization

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Business Intelligence
PL-300: Power BI Data Analyst Associate
AZ-500: Azure Security Engineer Associate
DP-500: Azure Enterprise Data Analyst Associate

Finance
MB-310: Dynamics 365 Finance Functional Consultant Associate
MB-500: Microsoft Dynamics 365: Finance and Operations Apps Developer
MB-700: Dynamics 365: Finance and Operations Apps Solution Architect Expert

Low Code Application Development
PL-200: Power Platform Functional Consultant Associate
PL-400: Power Platform Developer Associate
PL-600: Power Platform Solution Architect Expert

Intelligent Automation
PL-200: Power Platform Functional Consultant Associate
PL-400: Power Platform Developer Associate
PL-500: Power Automate RPA Developer Associate
PL-600: Power Platform Solution Architect Expert

Sales
MB-210: Dynamics 365 Sales Functional Consultant Associate
MB-220: Microsoft Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate
PL-600: Power Platform Solution Architect Expert

Service
MB-230: Dynamics 365 Customer Service Functional Consultant Associate
MB-240: Dynamics 365 Field Service Functional Consultant Associate
PL-600: Power Platform Solution Architect Expert

Small and Midsize Business Management
MB-800: Dynamics 365 Business Central Functional Consultant Associate

Supply Chain
MB-320: Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate
MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate
MB-700: Dynamics 365: Finance and Operations Apps Solution Architect Expert

Solutions Partner for Modern Work

To attain a **Solutions Partner for Modern Work designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate
MS-900: Microsoft 365 Fundamentals
MD-102: Microsoft 365 Certified: Modern Desktop Administrator Associate
MS-203: Microsoft 365 Certified: Messaging Administrator Associate*
MS-700: Microsoft 365 Certified: Teams Administrator Associate

MS-721: Microsoft 365 Certified: Collaboration Communications Systems Engineer Associate
SC-300: Microsoft Certified: Identity and Access Administrator Associate

Advanced
MS-102: Microsoft 365 Certified: Enterprise Administrator Expert

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On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Adoption and Change Management
Microsoft Adoption Service Specialist Assessment

Calling for Microsoft Teams
Teams Calling Technical Assessment

Meetings and Meeting Rooms for Microsoft Teams
Meetings and Meeting Rooms for Microsoft Teams

Custom Solutions for Microsoft Teams
MS-600: Teams Application Developer Associate

Modernize Endpoints
AZ-140: Azure Virtual Desktop Specialty
MD-102: Microsoft 365 Certified: Modern Desktop Administrator Associate

Teamwork Deployment
NA

This exam will retire on December 31, 2023

Solutions Partner for Security

Skilling requirements: Intermediate | Specialization

To attain a **Solutions Partner for Security designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate
AZ-500: Microsoft Azure Security Technologies
MS-500: Microsoft 365 Certified: Security Administrator Associate*
SC-200: Microsoft Security Operations Analyst
SC-300: Microsoft Identity and Access Administrator
SC-400: Microsoft Information Protection Administrator
SC-100: Microsoft Cybersecurity Architect expert

This certification was retired on June 30, 2023. It will remain eligible for partner capability score points through June 2024

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Cloud Security
AZ-500: Microsoft Azure Security Technologies

Threat Protection
SC-200: Microsoft Security Operations Analyst

Identity and Access Management
SC-300: Microsoft Identity and Access Administrator

Information Protection and Governance
SC-400: Microsoft Information Protection Administrator