**Partner Enablement
Newsletter**

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

Microsoft AI Partner Training Roadshow

Microsoft AI Partner Training Roadshow
*New Date
Open to all partners

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

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

May 15, 2024   **May 22, 2024**
Santa Clara, USA   Bonn, Germany

May 29, 2024
Tokyo, Japan | Registration Opening Soon

[Register here](#)

Copilot (Sales, Pre-Sales and Technical Enablement)

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

CSP Masters Sales Bootcamp: Copilot for Microsoft 365
Open to all partners

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

April 10, 2024
PDT

[Register here](#)

Microsoft Copilot for Security Partner Boot Camp
Open to all partners

Understand how Microsoft Copilot for Security enables Security Analysts to move at the speed and scale of AI by augmenting the human experience, enriching the incident investigation, and increasing efficiency by reducing incident triage to remediation time.

April 16-17, 2024
PDT
April 17-18, 2024
IST, BST

[Register here](#)
Trainings visible once registered.

Copilot for Microsoft 365 Pre-Sales, Deployment, and Adoption Bootcamp
Open to all partners

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

April 23-25, 2024
May 21-23, 2024
June 18-20, 2024
PST/PDT, GMT, IST

[Register here](#)

CSP Masters Pre and Post-Sales Technical Bootcamp: Copilot for Microsoft 365
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Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This technical training will be focused on learning how to deploy and manage your first Copilot for Microsoft 365 customer.

April 24, 2024
PDT

[Register here](#)

On-demand Trainings

Microsoft Copilot for Security Sales Training	[Register here](#)
Microsoft Copilot for Service Workshop	[Register here](#)
Microsoft Copilot Partner Bootcamp	[Register here](#)
Microsoft Dynamics 365 Customer Service Copilot Workshop	[Register here](#)
Build and Extend AI-powered Copilots with Copilot Studio Workshop	[Register here](#)

Sales Enablement

Business Performance Planning and Analytics Bootcamp
Open to all partners

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

April 9-11, 2024
IST
April 10-12, 2024
BST
April 16-18, 2024
PDT

[Register here](#)
Trainings visible once registered.

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April 16-17, 2024
PDT
April 17-18, 2024
IST, BST

[Register here](#)
Trainings visible once registered.

FY24 High Volume Acceleration Program: Advanced
Open to all Business Applications partners

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

Process Automation Scenarios Workshop

Registration details coming soon.

May 28-30, 2024
PDT
June 4-6, 2024
IST, BST

[Register here](#)
Trainings visible once registered.

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

[Register here](#)

Microsoft Cloud Executive Enablement Series

New episodes focus on AI, Industry, and Enterprise Applications

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

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

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

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

On-demand Sales Content

[Register here](#)
Trainings visible once registered.

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

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

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

*On-demand Coming Soon

Other On-demand Trainings

FY24 High Volume Acceleration Program: Fundamentals	[Register here](#)
Cloud Endpoints Sales Bootcamp	[Register here](#)
Windows 365: Selling Windows in the Cloud	[Register here](#)
Fueling CX Transformation: Upleveling Sales and Marketing with D365 CI Webinar	[Register here](#)
Connected Sales and Marketing with Customer Insights - Bootcamp Series	[Register here](#)

Azure

MAICPP Designation: Certification enablement

Azure and Security Cloud Week for Partners
Labs will be available to a limited number of Microsoft partner participants. Invitations to the labs will be issued on a first-come, first-served basis.

This immersive week-long virtual event is your ticket to mastering the intricacies of Azure AI, data science, infrastructure, virtual desktop solutions, cybersecurity, security operation analysis, information protections, and identity and access administration solutions. Each day

Azure AI Cloud Week for Partners

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

you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

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

April 15-19, 2024
PDT, BST, CST

[Register here](#)

On-demand

[Register here](#)

On-demand certification prep content

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

New Content
Generative AI Fundamentals
Azure | AI Engineer | Intermediate

[Register here](#)

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

Microsoft Fabric Workshop
*New Date
Open to all partners

Learn more about this comprehensive suite of services, including data lake, data engineering, and data integration, all in one place. Learn

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

how to implement this easy-to-use product that is designed to simplify analytics needs of enterprises.

April 8-11, 2024
IST
May 6-9, 2024
PDT

Register here
Trainings visible once registered.

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

April 16-18, 2024
PDT, IST, BST

Register here
Trainings visible once registered.

Build and Modernize AI Apps on Azure Workshop
Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

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

April 22-25, 2024
PDT, IST, BST

Register here
Trainings visible once registered.

Azure AI Partner Boot Camp
*New Training
Open to all partners

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

April 23-25, 2024
PDT
April 24-26, 2024
IST, BST

Register here
Trainings visible once registered.

Azure Kubernetes Services (AKS) Workshop
Open to all partners

Gain technical insights on how you can use AKS to containerize and deploy applications and benefit from this Azure managed service.

April 30 - May 2, 2024
PDT

Register here
Trainings visible once registered.

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

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

May 13-16, 2024
IST

On-demand Azure Depth Trainings

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

[Register here](#)
Trainings visible once registered.

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

*On-demand Coming Soon

Business Applications

MAICPP Designation: Certification enablement

Business Applications Cloud Week for Partners

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

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

On-demand

Register here

On-demand certification prep content

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

Register here

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Business Performance Planning and Analytics Bootcamp
Open to all partners

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

April 9-11, 2024
IST
April 10-12, 2024
BST
April 16-18, 2024

PDT

[Register here](#)
Trainings visible once registered.

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Open to all Business Applications partners

Learn to drive customer ads and more license revenue. Don't miss the upcoming High Volume Acceleration program. 8 weeks of live sessions, coaching and hands on implementation of best practices. Starting **April 24, 2024** and running for 8 weeks.

[Register here](#)

Dynamics 365 Supply Chain Management – Demand Planning Workshop
*New Date
Hands-on Labs are exclusive to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Learn about the latest innovations in Dynamics 365 Supply Chain Management that will help customers leverage the open, flexible, and collaborative Microsoft platform with a focus on delivering AI-first capabilities to mitigate risk, manage inventory, plan with agility, and make informed decisions quickly across the entire supply chain.

April 30-May 2, 2024
PDT
June 11-13, 2024
IST, BST

[Register here](#)
Trainings visible once registered.

Dynamics 365 Customer Service Omnichannel Workshop
*New Training

Registration details coming soon.

May 28-30, 2024
IST, BST
June 25-27, 2024
PDT

Process Automation Scenarios Workshop
*New Training

Registration details coming soon.

May 28-30, 2024
PDT
June 4-6, 2024
IST, BST

[Register here](#)

On-demand Business Applications Depth Trainings

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

[Register here](#)
Trainings visible once registered.

Available Trainings
- FY24 Customer Success Series
- Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights - Journeys Workshop
- Build and Extend AI-powered Copilots with Copilot Studio Workshop
- Reimagine Process with AI and Power Automate
- Transform Field Operations with AI and Connected Field Service
- Power Platform | Architecture & Governance
- Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights - Data Workshop
- Innovate with AI & Power Platform
- Optimize Dynamics 365 Implementations with Process-focused Solutions Boot Camp
- Dynamics 365 Customer Service | Copilot
- Dynamics 365 Customer Service | Unified Routing
- FY23 Customer Success Series
- Microsoft Digital Contact Center Platform
- Dynamics 365 Project Operations | Project Accounting
- Dynamics 365 Finance | Cost Accounting
- Dynamics 365 Supply Chain | Warehouse Management
- Microsoft Customer Experience Platform
- Extend Dynamics 365 F&O with Power Platform
- Dynamics 365 Marketing & CI | Personalize Experiences

*On-demand Coming Soon

Other On-demand Trainings

FY24 High Volume Acceleration Program: Fundamentals	[Register here](#)
Microsoft Copilot for Service Workshop	[Register here](#)
Microsoft Dynamics 365 Customer Service Copilot Workshop	[Register here](#)
Inside the new Dynamics 365 Customers Insights Licensing	[Register here](#)

Connected Sales and Marketing with Customer Insights - Bootcamp Series	Register here

Modern Work

MAICPP Designation: Certification enablement

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

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

May 13-17, 2024
PDT, BST, CST

Register here

On-demand certification prep content

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

Updated Content
MS-900: Microsoft 365 Fundamentals
Modern Work | Administrator | Beginner

Register here

Depth enablement

CSP Masters Sales Bootcamp: Copilot for Microsoft 365
Open to all partners

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

April 10, 2024
PDT

[Register here](#)

Copilot for Microsoft 365 Pre-Sales, Deployment, and Adoption Bootcamp
Open to all partners

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

April 23-25, 2024
May 21-23, 2024
June 18-20, 2024
PST/PDT, GMT, IST

[Register here](#)

CSP Masters Pre and Post-Sales Technical Bootcamp: Copilot for Microsoft 365
Open to all partners

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

April 24, 2024
PDT

[Register here](#)

On-demand Trainings

Unleashing the Power of Cloud PC Windows 365 for IT Pros	[Register here](#)
Powering Business Growth with Microsoft 365 Lighthouse	[Register here](#)
Cloud Endpoints Sales Bootcamp	[Register here](#)
Microsoft Teams Rooms Partner Sales Bootcamp	[Register here](#)
Microsoft Teams Phone Partner Bootcamp	[Register here](#)
Frontline Worker Partner Technical Bootcamp	[Register here](#)

Security

MAICPP Designation: Certification enablement

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

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

April 15-19, 2024
PDT, BST, CST

[Register here](#)

Security Cloud Week for Partners

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

On-demand

[Register here](#)

On-demand certification prep content

Modular Training Videos
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[Register here](#)

Depth enablement

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

Microsoft Copilot for Security Partner Boot Camp
Open to all partners

Understand how Microsoft Copilot for Security enables Security Analysts to move at the speed and scale of AI by augmenting the human experience, enriching the incident investigation, and increasing efficiency by reducing incident triage to remediation time.

April 16-17, 2024
PDT
April 17-18, 2024
IST, BST

[Register here](#)
Trainings visible once registered.

Threat Protection and Incident Response with Microsoft Sentinel Workshop
Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

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

April 22-25, 2024
IST, BST

[Register here](#)
Trainings visible once registered.

Fortify your Data Security with Microsoft Purview Workshop
*New Training
Hands-on Labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

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

May 7-9, 2024
IST, PDT, BST

[Register here](#)
Trainings visible once registered.

Microsoft Defender for O365, Identity & CloudApps Boot Camp
*New Training
Open to all partners

Migrating to Microsoft Sentinel Boot Camp
*New Training
Open to all partners

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

May 13-15, 2024
PDT, BST

[Register here](#)
Trainings visible once registered.

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

May 20-21, 2024
BST

[Register here](#)
Trainings visible once registered.

Microsoft Security Immersion Training
Open to all partners

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

Americas	**EMEA**	**APAC**
Shadow Hunter, April 17, 2024	On the Brink, April 3, 2024	Shadow Hunter, April 18, 2024
On the Brink, May 15, 2024	Shadow Hunter, April 18, 2024	On the Brink, May 16, 2024
	On the Brink, May 16, 2024	

[Register here](#)

On-demand Security, Compliance, and Identity Management Trainings

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

[Register here](#)
Trainings visible once registered.

Available Trainings
- Implementing Microsoft Defender for Endpoint Workshop
- Microsoft Copilot for Security Partner Boot Camp
- Threat Protection and Incident Response with Microsoft Sentinel Workshop
- Migrating to Microsoft Sentinel Boot Camp
- Fortify your Data Security with Microsoft Purview Workshop

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

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

*On-demand Coming Soon

Other On-demand Trainings

| Microsoft Copilot for Security Sales Training | [Register here](#) |

Industry Cloud

Implementing Microsoft Cloud for Healthcare
Open to all partners

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

April 22-24, 2024
PDT, CST, IST

[Register here](#)

Implementing Microsoft Cloud for Sustainability
Open to all partners

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

April 29-30, 2024
PDT, CST, IST

[Register here](#)

Implementing Microsoft Cloud for Retail
Open to all partners

Join us for an exciting virtual skilling event: Industry Cloud for Partners: Retail! Led by Microsoft industry specialists, this three-day session will provide you with the capabilities to manage retail data at scale. Improve the customer experience and drive operational efficiency while supporting security, compliance, and interoperability of retail data. With Microsoft Cloud for Retail applications, you can maximize the value of your data, elevate the shopping experience, build a real-time, sustainable supply chain, and empower store associates. Don't miss out on this opportunity to enhance your skills and knowledge.
May 13-15, 2024
PDT, CST, IST
[Register here](#)

SMB Resellers

Business Applications Cloud Week for Partners

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

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

On-demand

[Register here](#)

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April 10, 2024
PDT

[Register here](#)

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Open to all partners

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

April 24, 2024
PDT

[Register here](#)

Microsoft Level-Up for Partners

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

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

[Explore Level-Up](#)

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

On-demand Trainings

Windows 365: Selling Windows in the Cloud	[Register here](#)

Unleashing the Power of Cloud PC Windows 365 for IT Pros	[Register here](#)
Powering Business Growth with Microsoft 365 Lighthouse	[Register here](#)
SMB Sales Bootcamp	[Register here](#)

Other Resources

Partner Training Calendar

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

Azure Discovery Workshops Available For Partner Execution

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

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

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

https://aka.ms/AzureDiscoveryWorkshops/PMC

Microsoft Customer Engagement Methodology (MCEM) for Partners

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

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

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

Microsoft Applied Skills

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

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

Partner Playbooks

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

Partner Training Site

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

Partner Tech Connect – Azure Cosmos DB - Monthly Brownbag Sessions

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

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

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

Microsoft Learn Career Connected

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

[Learn More and Get Started Today](#)

Partner Academy

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

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

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

Other useful information

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

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