Lead the conversation Win Developers with GitHub Copilot

Course Overview

This Deal Ready course will onboard the learners toa new market opportunity of Agentic DevOps in GitHub Copilot with Microsoft as the visionary for the next evolution of DevOps. It will enable you to drive adoption of GitHub Copilot with developers and dev teams with by highlighting its expanded, integrated set of Copilot capabilities, and will help you respond to new customer requirements in this space and handle their objections.

Level - Intermediate

Duration - 4.5 Hours

Course Modules

Day 1

Module 1: Agentic DevOps with GitHub and Azure

Evolving DevOps

Agentic DevOps- Introduction

GitHub Enterprise Cloud

Evolution of agentic workflows and GitHub Copilot

Agentic DevOps for Azure

Extensibility with MCP servers

App Modernization Story

How Copilot accelerates modernization efforts

Challenges and Use cases- Maximize GitHub and GitHub Copilot's Potential

Licensing

Partner Skilling + Go-to-Market Resources

Day 2

Module 2: GitHub Copilot: Value, ROI, and Beyond

Why GitHub Copilot

GitHub Copilot ROI

Get more out of GitHub Copilot

GitHub Copilot Adoption

Lead demos with hackathons

Unit testing and Code refactoring

Module 3: GitHub Copilot ??App Modernization

Develop intelligent apps faster on Azure

An insight into GitHub Copilot App Modernization

Demos

Customer Stories

Day 3

Customer case study

Business background

Challenges

Customer Requirements

Objections

Build your response

Team Activity

Present your response

Present a 4-5 mins response

Provide solutions

Handle Objections