

Lead the conversation Unify your Data Platform with Microsoft Fabric

Course Overview

This deal-ready course empowers presales professionals to confidently position Microsoft Fabric as a unified data and AI platform for customers. Explore key workloads like Data Factory, Real-Time Intelligence, and Power BI; understand Copilot integration, AI readiness, and partner ecosystem value. Through customer scenarios, objection handling, and pitch-building exercises, participants will gain the skills to engage customers and drive data platform modernization wins.



Level - Intermediate



Duration - 6 Hours

Course Modules

Day 1

Module 1: Unify and grow your business with Microsoft Fabric

Current data and analytics landscape

Unify your data estate with Microsoft Fabric

Explore Fabric workloads

Copilot in Fabric

Agentic AI with Fabric and Azure AI Foundry

Fabric in Action

Fabric Integrations and Partner Ecosystem

Security, Governance and Administration

Fabric in Industry solutions

Customer Stories

Seller Guidance – Winning Deals with Microsoft Fabric

Getting started

Day 2

Module 2

Better selling Fabric workloads and AI solutions

Fabric workloads deep dive

Data Factory

Realtime Intelligence

Data Analytics

OneLake deep dive

PowerBI

Partner Solutions

Developer Tools

Microsoft fabric + Azure Databricks

Product integrations

Partner Skilling Resources

Day 3



Customer case study

Business background

Challenges

Customer Requirements

Objections



Pitch Perfect

Build a convincing customer pitch of 3-5 mins

Provide solutions

Handle objections