

Data Security and Compliance with Microsoft Purview

Course Overview

Duration - 6 Hours | Level - Intermediate

This course aims to equip partner presales professionals to confidently lead data security conversations across Microsoft 365, multi-cloud, and AI workloads. This program provides a deep dive into Microsoft Purview's capabilities for Information Protection, DLP, Insider Risk management, Compliance, and GenAI governance. We will discuss how you can engage customers using discovery questions, address objections, showcase business value, and differentiate with Microsoft's integrated approach.

Course Modules

Day 1

Data Security landscape, ? Solution capabilities and Value prop

Customer Conversation Flow Guidance for Partners

Why Data Security?

Microsoft Purview – Business capabilities and Outcomes

Solutions and Technical capabilities

Microsoft Purview Information Protection

Data Loss Prevention

Insider Risk management

Data Security Posture Management

Data Security Value Map

Customer Evidence

Getting Started

Building a sample Partner Offering

Call to Action

Day 2

Data Security in the era of AI

Why Data Compliance

Data Compliance Solutions and technical capabilities

Compliance Manager
eDiscovery and Audit Premium
Communication Compliance
Data Lifecycle Management and Records Management
Security Data in the era of AI
Gen AI Data Security challenges
Secure and Govern Microsoft 365 Copilot and Agents with Microsoft Purview
Agent Security and Governance with Microsoft Purview
Copilot Control System and Agent Security
Why Microsoft for Data Security
Pricing and Cost Saving

Day 3

Build and Accelerate your business pipeline

Showcase Business Value with Security BCB
Identify your customers to build pipeline
Target Audience and Insights
Discovery Questions
Demo Guidance
Accelerate Pipeline with Key use case differentiators
Grow with MCEM methodology
Build Customer Response for Sample ? customer Use Case
Review Customer Case Study
Build Response
Handle Objections
Pitch to customer