

## Secure all your clouds with Microsoft Defender for Cloud

### Course Overview

Duration - 4.5 Hours | Level - Intermediate

This deal-ready course enables partner presales professionals to confidently position Microsoft Defender for Cloud as a comprehensive multicloud security solution. Learn how to prioritize risks using Cloud Security Posture Management (CSPM), strengthen application and workload protection with Cloud Workload Protection (CWP), and articulate Microsoft's unified security value across the full DevSecOps lifecycle. Through guided customer scenario and objection handling, participants will be able to sharpen their pitch and align solutions to real-world security needs.

### Course Modules

#### Day 1? - Cloud Security Posture Management

##### Module 1 – Cloud Security Posture Management

- Cloud Security Threat Landscape
- Microsoft's strategy and Defender for Cloud pillars
- Cloud Security Posture Management
- Pinpoint and remediate risks
- Unify security standards
- Data-aware security posture
- AI Security Posture Management

##### Module 2: Unify Security across full app lifecycle

- Improve Application Security Posture
- Strengthen IaC Security
- GitHub Advanced Security integration
- CSPM Licensing and integration

#### Day 2? - Cloud Workload protection

##### Module 3 - Respond to cloud threat in near real time with Cloud Workload Protection

- Threat protection for all layers of the cloud and on-premises

Server and serverless workload protection with  
Defender for Servers  
Defender for containers  
Defender for App Service  
Microsoft Defender for Cloud Database Security

## **Module 4: Defender for Cloud Value Prop**

Pricing and Licensing  
Customer Validation  
Customer benefits and Total Economic Impact  
Partner Skilling and Demo Resources

### **Day 3 -? Team Activity and Pitch ? perfect**

#### **Multi-cloud Security Customer case Study**

Customer Background  
Business Challenges  
Technology background  
Customer Requirements  
Objections  
Build your response (Team Activity)

#### **Pitch perfect**

Present your pitch  
Handle Objections