

Unify your Data Platform with Microsoft Fabric

Course Overview

Duration - 6 Hours | Level - Intermediate

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.

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