Data Security and Compliance with Microsoft Purview

Course Overview   Duration - 1.5 Hours | Level - Intermediate

In this session, Microsoft partner sellers will explore how to position Microsoft Purview as the go-to solution for securing data across its lifecycle—across Microsoft 365, multi-cloud, and AI-powered environments. Learn how to respond to top customer concerns around data leakage, AI risk, and compliance, and confidently showcase the value of Purview's integrated capabilities using proven frameworks, real-world scenarios, and the Security Business Case Builder.

Course Modules

Day 1

What we'll cover

Customer Conversation Flow – Seller Guidance

Why Data Security - Data security challenges

Microsoft Purview Data Security portfolio – Business capabilities and Outcomes

Solutions and Technical Capabilities

Data Security Posture Management

Microsoft Purview Data Compliance Portfolio overview

Securing Data in the age of AI

Securing structured and 3rd party data

Pricing and Cost Saving

Showcase business value with Security Business Case Builder

Partner Success and Win Formula

Customer Evidence

Partner skilling and demo resources