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