

Level Up CSP Sales Training (CSP-SALES)

ID CSP-SALES Price -1,— €(excl. tax) Duration 1 day

Who should attend

Sellers and sales managers

Prerequisites

Proficiency in M365 Premium SKUs and Copilot fundamentals

Course Objectives

Learn how to sell and go to market with M365 Premium SKUs, M365 Copilot and agents

Course Content

Level Up Sales Training Agenda Day 1

Learn how to sell leading with business value and demos across M365 Premium SKUs, M365 Copilot and Copilot Studio, as well as going to market with Microsoft solution plays.

- Introduction to Level Up CSP?
 - Microsoft 365 Copilot ?
 - Overview ?
 - Key Copilot enhancements?
 - **Demo?**
 - Getting Started?
 - GTM Programs & Investments?
 - **Customer Case Study?**
- Agents?
 - Overview?
 - Copilot+ Agents Partner Opportunity?
 - GTM Programs & Investments?
- Secure AI Productivity?
 - Overview?
 - Value Prop?
 - Partner Opportunity?
 - **Customer Case Study?**
 - GTM Programs & Investments?
- Next Steps, knowledge check & Resources?

About Fast Lane



Fast Lane is a global, award-winning specialist in technology and business training as well as consulting services for digital transformation. As the only global partner of the three cloud hyperscalers- Microsoft, AWS and Google- and partner of 30 other leading IT vendors, Fast Lane offers qualification solutions and professional services that can be scaled as needed. More than 4,000 experienced Fast Lane professionals train and advise customers in organizations of all sizes in 90 countries worldwide in the areas of cloud, artificial intelligence, cyber security, software development, wireless and mobility, modern workplace, as well as management and leadership skills, IT and project management.

Fast Lane Services

- ✓ High End Technology Training
- ✓ Business & Soft Skill Training
- ✓ Consulting Services
- ✓ Managed Training Services
- ✓ Digital Learning Solutions
- ✓ Content Development
- ✓ Remote Labs
- ✓ Talent Programs
- ✓ Event Management Services

Training Methods

- ✓ Classroom Training
- ✓ Instructor-Led Online Training
- ✓ FLEX Classroom – Classroom & Online Hybrid
- ✓ Onsite & Customized Training
- ✓ E-Learning
- ✓ Blended & Hybrid Learning
- ✓ Mobile Learning

Technologies & Solutions

- ✓ Digital Transformation
- ✓ Artificial Intelligence
- ✓ Cloud
- ✓ Networking
- ✓ Cyber Security
- ✓ Wireless & Mobility
- ✓ Modern Workplace
- ✓ Data Center



Worldwide Presence
with high-end training centers
around the globe



Multiple Awards
from vendors such as AWS,
Microsoft, Cisco, Google, NetApp,
VMware



Experienced SMEs
with over 19.000 combined
certifications

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