

# Becoming Frontier: Framing the AI Opportunity Through Strategic Conversations

Course ID: 01012

## Course Overview

This course delivers executive-led conversations on AI transformation, modern work, and security, helping organizations unlock business value with Copilot and Azure. It covers productivity, business processes, adoption, and measurement, while addressing AI-era security challenges through Microsoft's end-to-end platform and real customer stories.

### Course Details

<b>Duration:</b>	4.5 hours	<b>Type:</b>	Sales Ready
<b>Level:</b>	Beginner	<b>Labs:</b>	No
<b>Role:</b>	Sales	<b>Solution Area:</b>	AI Workforce, Cloud and AI Platform, Security, AI Business Process

## Course Syllabus

- 1. Module 1: Becoming Frontier - AI Transformation Executive Conversation** 90 mins | Lecture
  - Becoming Frontier - AI Transformation
  - Driving business outcomes with the Success framework
  - Securing the AI Transformation
  - Industry AI Transformation Conversation: Becoming Frontier
  - Why Microsoft
  - AI Transformation Conversations - Knowledge check
- 2. Module 2: Becoming Frontier - AI Transformation Cloud and AI Platform Conversation** 90 mins | Lecture
  - Microsoft Azure: Your intelligent cloud
  - Microsoft's integrated stack approach to cloud
  - Innovate with Azure
  - Azure Conversations - Knowledge check
- 3. Module 3: Becoming Frontier - AI Transformation AI Business Solutions Conversations** 90 mins | Lecture
  - Becoming a Frontier Firm
  - Unlocking value and opportunity with Copilot
  - Windows as the platform for AI-powered productivity and agentic work
  - Complete Toolkit for Functional Transformation - agentic business application with D365 and low code
  - Becoming Frontier-AI Transformation AI Business Solutions - Knowledge check
- 4. Module 4: Becoming Frontier - AI Transformation Security Conversations** 90 mins | Lecture
  - End-to-end security in the age of agentic AI

- Security challenges
- Microsoft s solution
- AI-first end-to-end platform
- Security Conversations - Knowledge check