

DW-1012: Becoming Frontier - Framing the AI Opportunity Through Strategic Conversations

Duration: 4.5 Hours

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

- **Course ID:** 01012
- **Type:** Sales Ready
- **Level:** Beginner
- **Role:** Sales
- **Labs:** No
- **Solution Area:** AI Workforce, Cloud and AI Platform, Security, AI Business Process

Course Agenda

Module 1: Becoming Frontier - AI Transformation Executive Conversation

- 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

Module 2: Becoming Frontier - AI Transformation Cloud and AI Platform Conversation

- Microsoft Azure: Your intelligent cloud
- Microsoft's integrated stack approach to cloud
- Innovate with Azure
- Azure Conversations - Knowledge check

Module 3: Becoming Frontier - AI Transformation AI Business Solutions Conversations

- 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

Module 4: Becoming Frontier - AI Transformation Security Conversations

- 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