

# Azure SMB Partner Sales Acceleration Program table of contents

The Microsoft Partner Sales Acceleration Program was designed to help SMB partner sellers navigate the various stakeholder conversations during an enterprise sales engagement. This table will give you links to the learning paths and individual assets and videos.

Sales Training – Azure	Description
<a href="#">SMB PSAP overview: Introduction</a>	Watch this brief video to determine if this program is right for you.
<a href="#">SMB PSAP overview: All-up</a>	Learn how these sales assets can help your team improve your win rate.
<a href="#">Selling to the SMB cloud buyer</a>	Learn how to align your sales strategy with SMB cloud-buyer behavior.
<a href="#">Azure PSAP SMB: Sales battlecard</a>	<b>Understand key SMB selling points for Azure solutions.</b>
<a href="#">Sales engagement battlecard: How-to for SMB</a>	See how to prepare for SMB conversations by using this battlecard.
<a href="#">Sales engagement battlecard: Azure SMB PSAP</a>	Learn how to leverage sales battlecards to create new opportunities.
<a href="#">Azure PSAP SMB: Prospect engagement guide</a>	<b>Engage prospects quickly and identify Microsoft opportunities.</b>
<a href="#">Prospect engagement guide: How-to for SMB</a>	Learn emotional engagement tactics to make positive bias with clients.
<a href="#">Prospect engagement guide: Azure PSAP SMB</a>	Download Azure-specific emotional engagement tools.
<a href="#">Emotional opportunity discovery: Overview for SMB</a>	Learn how to structure and drive a differentiated discovery call.
<a href="#">Role-play: How not to manage a prospect call</a>	Watch a painful example of what not to do in early discovery calls.
<a href="#">Role-play: How to manage a prospect call successfully</a>	Watch a powerful discovery strategy for success with client calls.
<a href="#">Azure PSAP SMB: Project discovery whiteboard</a>	<b>Use a virtual whiteboard to drive an interactive client discussion.</b>
<a href="#">Project discovery whiteboard: How-to for SMB</a>	Uncover project insights with interactive virtual whiteboarding.
<a href="#">Project discovery whiteboard guide: Azure PSAP SMB</a>	Download the guide to prepare for your first whiteboard discovery.
<a href="#">Demo: Project discovery whiteboard for SMB</a>	Learn how to facilitate a project discovery whiteboard conversation.
<a href="#">Azure PSAP SMB: Technical decision maker (TDM) deck</a>	<b>Use these resources to influence the TDM.</b>
<a href="#">TDM project review: How-to for SMB</a>	Learn how to position your solution to help secure TDM support.
<a href="#">TDM project review deck: Azure PSAP SMB</a>	Download this solution positioning deck to guide your TDM meetings.
<a href="#">Azure PSAP SMB: Project impact summary</a>	<b>Create your "strategic tipping point" moment with the BDM.</b>
<a href="#">Project impact summary: How-to for SMB</a>	Learn how to facilitate a differentiating and high-impact BDM meeting.
<a href="#">Project impact summary: Azure PSAP SMB</a>	Use this BDM positioning deck to structure your project assessment.
<a href="#">Overcoming difficult sales objections: Overview for SMB</a>	Learn a new way of overcoming both logical and emotional objections.
<a href="#">Role-play: Turning objections into conflict</a>	Watch this role-play to see how not to react to difficult objections.
<a href="#">Role-play: Turning objections into insights</a>	Watch how to address and overcome all prospect objections confidently.
<a href="#">Azure PSAP SMB: Proposal business review</a>	<b>Use a structured approach for success with closing the SMB deal.</b>
<a href="#">Proposal business review: How-to for SMB</a>	Learn how to frame, summarize, and position the project business case.
<a href="#">Proposal business review: Azure PSAP SMB</a>	Download this BDM proposal deck to reduce the risk of a "no decision."
<a href="#">Azure SMB PSAP assessment</a>	Test your knowledge and sales skills.
<a href="#">Azure SMB PSAP partner survey</a>	Help us improve the program and content.
<a href="#">FAQs for Partner University</a>	Learn how to access Partner University to take your assessment.