

DW-103: Securing and governing Copilot for Microsoft 365 with Microsoft Purview

This course provides a comprehensive overview of using Microsoft Copilot with a focus on addressing security challenges and enhancing productivity. Participants will explore the benefits of generative AI through Copilot, understand the importance of Microsoft Security and Purview, and learn how these tools help safeguard data. The course will also provide insights into licensing and resources available to further enhance data security. Through customer stories and case studies, learners will gain a deep understanding of customer requirements and common objections, empowering them to tailor proposals and responses effectively.

Required Prerequisites

- Basic knowledge of Microsoft 365 applications and services.
- Familiarity with general security concepts, especially in a cloud environment.
- A foundational understanding of AI concepts and their application within business settings.
- Experience in customer engagement or sales-related roles is recommended but not mandatory.

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Module 1: Learn

- Generative AI Challenges
- Benefits of Copilot
- Security challenges
- Secure and govern with Microsoft Security
- Getting started with baseline security controls
- Enabling best in class security with Microsoft Purview
- Example Scenarios (Demos)
- Copilot for Microsoft 365 – User experience
- How Purview helps secure data
- Further optimize data security controls

- Licensing
- Resources

Module 2 - Know

- Hear the Customer Story
- Know the business
- Customer requirements
- Customer objections
- What's the need

Module 3 - Respond

- Work on your proposal
- Respond to questionnaires to meet customer requirements
- Answer the questionnaires to handle customer objections