

KOENIG SOLUTIONS • COURSE OUTLINE

DW-240: Lead the Conversation: Unify Your Data Platform with Microsoft Fabric

Learn to position Microsoft Fabric's data and AI workloads, handle objections, and build customer pitches that win deals.

1 Day

DURATION

3

MODULES

28

TOPICS

COURSE OVERVIEW

This deal-ready course empowers presales professionals to confidently position Microsoft Fabric as a unified data and AI platform for customers. Explore key workloads like Data Factory, Real-Time Intelligence, and Power BI; understand Copilot integration, AI readiness, and partner ecosystem value. Through customer scenarios, objection handling, and pitch-building exercises, participants will gain the skills to engage customers and drive data platform modernization wins.

WHO THIS COURSE IS FOR

Presales Professionals

Solution Architects

Account Executives

Partner Sellers

Sales Engineers

PREREQUISITES

- None

LEARNING OBJECTIVES

- Explain how Microsoft Fabric unifies an organisation's data estate
- Describe core Fabric workloads such as Data Factory and Real-Time Intelligence
- Identify Copilot and agentic AI integration within Fabric and Azure AI Foundry
- Compare Fabric integrations with partner ecosystem and Azure Databricks
- Assess security, governance and administration considerations for Fabric
- Apply seller guidance to industry solutions and winning deals
- Analyse customer business background, challenges and requirements
- Develop a customer pitch that handles objections and proposes solutions

3 Modules, 28 Topics

01

Unify and Grow Your Business with Microsoft Fabric

TOPICS

- Unify your data estate with Microsoft Fabric
- Explore Fabric workloads
- Fabric in Copilot
- Agentic AI with Fabric and Azure AI Foundry
- Fabric Integrations and Partner Ecosystem
- Security, Governance and Administration
- Seller Guidance
- Industry Solutions - Winning Deals with Microsoft Fabric
- Getting started

02

Better Selling Fabric Workloads and AI Solutions

TOPICS

- Fabric Core Capabilities
- Data Factory
- Realtime Intelligence
- Data Activator
- OneLake deep dive
- PowerBI
- Partner Solutions
- Developer Tools
- Microsoft Fabric + Azure Databricks
- Product integration
- Partner Selling Resources

03

Customer Case Study

TOPICS

Business background · Challenges · Customer Requirements · Objections

PITCH PERFECT

Build a convincing customer pitch of 3-5 mins · Provide solutions · Handle objections

Review Preferred response

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

Classroom Training

Live Online Classes (ILO)

Fly-Me-A-Trainer (FMAT)

Flexi (Self-Paced)

1-on-1 Training

Ready to Get Started?

Talk to a learning advisor about schedules, group training and customised delivery.

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