Microsoft

Partner Skilling Playbook

Skilling events and dates continue to be updated.

Please reference this playbook for all your training information.

Content is current as of October 7, 2025

Go-to Skilling Guide for Partners

The Partner Skilling Playbook is a guide for understanding the skilling offerings available to help skill up partner organizations, wherever you are in your learning journey.

AI and cloud capabilities are enabling new opportunities and helping organizations of all sizes achieve their goals. In today's rapidly evolving landscape, embracing and harnessing this potential is a must if businesses want to thrive. Wherever you are in your learning journey, Microsoft offers a range of skilling opportunities and content to help you stay current in your sales, tech deal ready, or delivery roles and deepen your understanding of how technology can help organizations evolve and transform.

This playbook is updated quarterly. Download the latest Partner Skilling Playbook on the Skilling Hub resources page here.

Visit the Partner Skilling Hub: aka.ms/PartnerSkilling
Partner Skilling resources: aka.ms/PartnerSkillingNews



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Holistic Partner Skilling

Holistic Partner Skilling

Visit the Partner Skilling Hub: aka.ms/PartnerSkilling
Partner Skilling resources: aka.ms/PartnerSkillingNews

Benefits | Skilling | Designations & Specializations | Co-sell | Incentives






Credential Ready	Project Ready	Sales Ready	Tech Deal Ready
Enable all Partner roles with foundational Solution Area knowledge to drive Designation and Specialization growth through Certifications, Applied Skills, and Microsoft Learn trainings.	Enable partners with practical skills through intermediate to advanced technical trainings to migrate, implement, and integrate a solution anchored on Microsoft Solution Plays that cover real-world scenarios, helping partners drive adoption and revenue.	Enable partners to sell Microsoft solutions more effectively by demonstrating and landing Solution Play value.	Enable Tech sellers to influence sales solution scope and usage through in-depth feature benefit understanding, informing RFP build & deal readiness.

Partner Skilling aligned to FY26 Business Priority new Solution Areas and Solution Plays

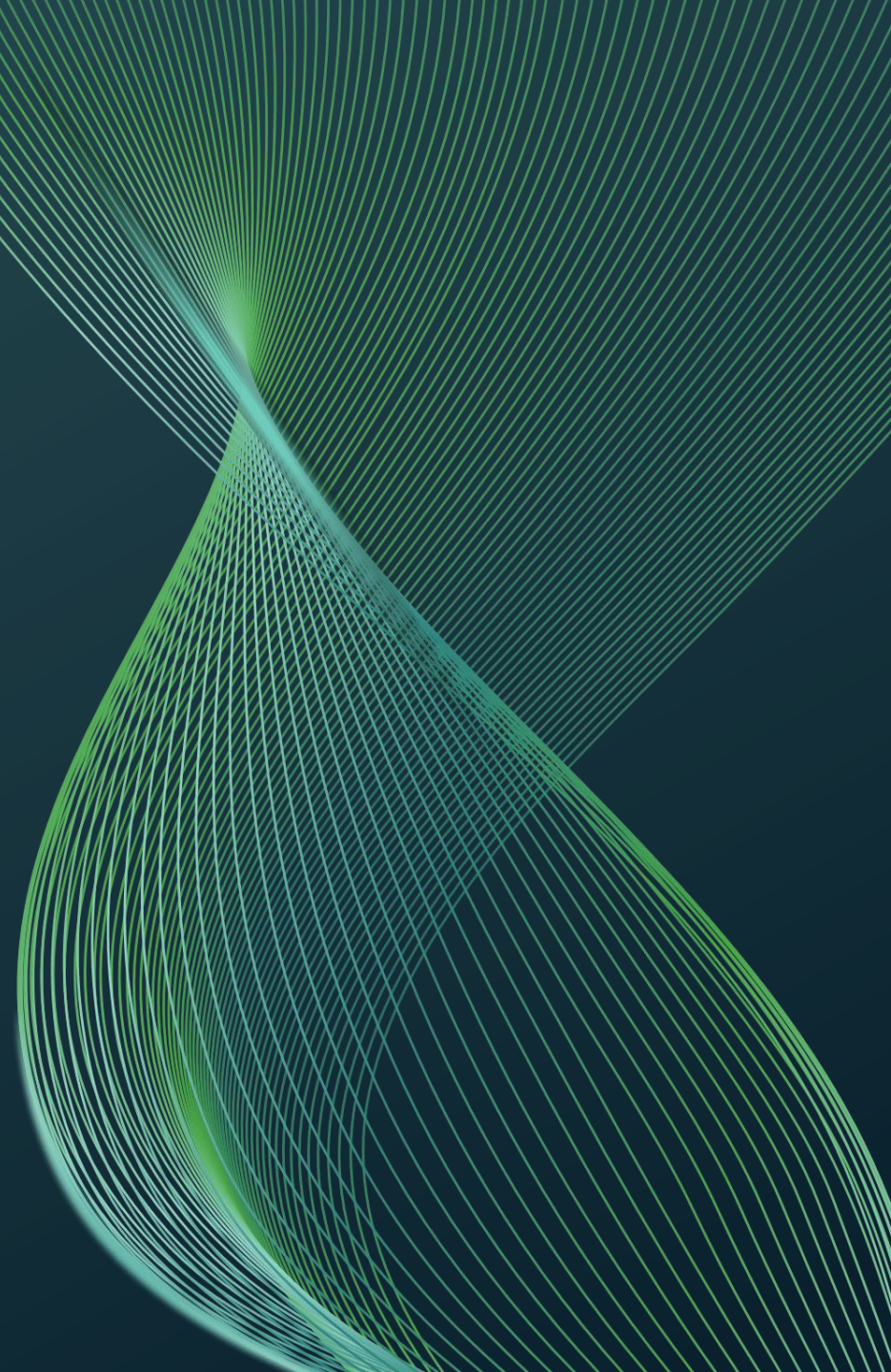
AI Business Solutions

Cloud and AI Platforms

Security

SOLUTION AREA		SOLUTION PLAYS
Cloud and AI Platforms		Migrate and modernize your estate
		Unify Your Data Platform
		Innovate with Azure AI Apps and Agents
Security		Moden SecOps with Unified Platform
		Data Security
		Protect cloud, AI Platform and Apps
AI Business Solutions	**AI Business Process**	Sales Transformation with AI
		Service Transformation with AI
		ERP Transformation with AI
		Innovate with Low Code AI and Agents
		Scale Business Operations with AI
	AI Workforce	Service Transformation with AI
		ERP Transformation with AI
		Innovate with Low Code AI and Agents
		Scale Business Operations with AI

Microsoft AI Cloud Partner Program



Welcome to the Microsoft AI Cloud Partner Program



The world and how we work are rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. The capabilities that are required by our customers are evolving, and our partner programs are changing to meet that demand.

The Microsoft AI Cloud Partner Program is focused on simplifying our programs, delivering greater customer value, investing in your growth in new ways, and recognizing how you deliver customer value.

Learn more about the Microsoft AI Cloud Partner Program.
Access Microsoft AI Cloud Partner Program resources here.

Distinguish yourself with Solutions Partner Designations

Solutions Partner for Business Applications

Microsoft Solutions Partner
Business Applications

Solutions Partner for Data and AI (Azure)

Microsoft Solutions Partner
Data & AI
Azure

Solutions Partner for Digital and App Innovation (Azure)

Microsoft Solutions Partner
Digital & App Innovation
Azure

Solutions Partner for Infrastructure (Azure)

Microsoft Solutions Partner
Infrastructure
Azure

Solutions Partner for Modern Work

Microsoft Solutions Partner
Modern Work

Solutions Partner for Security

Microsoft Solutions Partner
Security

***Solutions Partner for Microsoft Cloud**

Microsoft Solutions Partner
Microsoft Cloud

Designations aligned to the Microsoft solution areas recognize your broad technical capabilities and demonstrated success delivering technology solutions.

Benefits aligned to your Solutions Partner designation include product benefits, go-to-market services, co-sell eligibility, skilling and sales skilling resources, and customer-facing badges to help you market your expertise.

Specializations further validate deep technical expertise after you attain a Solutions Partner designation and set you apart from the competition.



*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

How to attain a Solutions Partner Designation

The **partner capability score** provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success.

A minimum of **70** points must be earned, with points in each category.

There are **100** points possible in total across categories.



Performance

This category is measured by net customer adds.



Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.



Customer success

This category is measured by usage growth and the number of solution deployments.



Microsoft Skilling initiatives and events support efforts in this subcategory

Cloud and AI Platforms

Solutions Partner for Infrastructure

Skilling requirements: Intermediate | Advanced | Specialization

Solutions Partner for Infrastructure (Azure) designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills.

Partners can get up to 20 points on each skilling subcategory (intermediate and advanced certifications).

Intermediate	
Required: **AZ-104:** Azure Administrator Associate	**Other certifications:** **AZ-700:** Azure Network Engineer Associate **AZ-800+AZ-801:** Windows Server Hybrid Administrator Associate
Advanced	
Required: **AZ-305:** Azure Solutions Architect Expert	**Other certifications:** **AZ-140:** Azure Virtual Desktop Specialty **AZ-120:** Azure for SAP Workloads Specialty

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

Infra and Database Migration to Microsoft Azure

Hybrid Cloud Infrastructure with Azure Stack HCI

Microsoft Azure Virtual Desktop

SAP on Microsoft Azure

Microsoft Azure VMware Solution

Networking Services in Microsoft Azure

Cloud and AI Platforms

Solutions Partner for Data and AI

Skilling requirements: Intermediate | Advanced | Specialization

Solutions Partner for Data and AI (Azure) designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills.

Partners can get up to 40 points on intermediate skilling (advanced certs are not applicable to Data and AI).

Intermediate

Required:

AZ-104: Azure Administrator Associate

AZ-305: Azure Solutions Architect Expert

Other certifications:

DP-300: Azure Database Administrator Associate

AI-102: Azure AI Engineer Associate

DP-100: Azure Data Scientist Associate

DP-203: Azure Data Engineer Associate

PL-300: Data Analyst Associate

MB-260: Customer Data Platform Specialty

DP-420: Azure Cosmos DB Developer Specialty

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

AI and Machine Learning in Microsoft Azure

Analytics on Microsoft Azure

Build and modernize AI Apps with Microsoft Azure

Business Intelligence

Data Warehouse migration to Microsoft Azure

Hybrid cloud infrastructure with Microsoft Azure Stack HCI

Infra and Database Migration to Microsoft Azure

Kubernetes on Microsoft Azure

Migrate Enterprise Applications to Microsoft Azure

Cloud and AI Platforms

Solutions Partner for Data and App Innovation



Skilling requirements: Intermediate | Advanced | Specialization

Solutions Partner for Digital & App Innovation (Azure) designation:
The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills.

Partners can get up to 20 points on each skilling subcategory (intermediate and advanced certifications).

Intermediate	
Required: **AZ-104:** Azure Administrator Associate	**Other certifications:** **AZ-204:** Azure Developer Associate **PL-400:** Power Platform Developer Associate
Advanced	
Required: **AZ-305:** Azure Solutions Architect Expert	**Other certifications:** **AZ-400:** DevOps Engineer Expert **PL-600:** Power Platform Solution Architect Expert

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

AI and Machine Learning in Microsoft Azure

Build and modernize AI Apps with Microsoft Azure

Accelerate Developer Productivity with Microsoft Azure

Intelligent Automation

Hybrid Cloud Infrastructure with Azure Stack HCI

Kubernetes on Microsoft Azure

Low Code Application Development specialization

Migrate Enterprise Applications to Microsoft Azure

AI Business Solutions – AI Business Process

Solutions Partner for Business Applications

Skilling requirements: Intermediate | Advanced

To attain a **Solutions Partner for Business Applications designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate	Advanced
MB-210: Dynamics 365 Sales Functional Consultant Associate**	**MB-280:** Dynamics 365 Business Central Developer Associate
MB-220: Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate**	**MB-335:** Microsoft Dynamics 365 Supply Chain Management Functional Consultant Expert
MB-230: Dynamics 365 Customer Service Functional Consultant Associate	**MB-700:** Dynamics 365 Finance and Operations Apps Solution Architect Expert
MB-240: Dynamics 365 Field Service Functional Consultant Associate	**PL-600:** Power Platform Solution Architect Expert
MB-260: Dynamics 365 Customer Insights (Data) Specialist**	
MB-280: Dynamics 365 Customer Experience Analyst Associate	
MB-310: Dynamics 365 Finance Functional Consultant Associate	
MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate	
MB-500: Dynamics 365 Finance and Operations Apps Developer Associate	
MB-800: Dynamics 365 Business Central Functional Consultant Associate	
PL-200: Power Platform Functional Consultant Associate	
PL-300: Power BI Data Analyst Associate	
PL-400: Power Platform Developer Associate	
PL-500: Power Automate RPA Developer Associate	
DP-500: Azure Enterprise Data Analyst Associate*	

* This certification retired on April 30, 2024. It will remain eligible for points through April 2025.
** This certification retired on November 30, 2024. It will remain eligible for points through November 2025.

Solutions Partner for Business Applications

Skilling requirements: Specialization

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Business Intelligence
PL-300: Power BI Data Analyst Associate
AZ-500: Azure Security Engineer Associate
DP-500: Azure Enterprise Data Analyst Associate*
DP-600: Fabric Analytics Engineer Associate

Finance
MB-310: Dynamics 365 Finance Functional Consultant Associate
MB-500: Dynamics 365 Finance and Operations Apps Developer Associate
MB-700: Dynamics 365 Finance and Operations Apps Solution Architect Expert

Low Code Application Development
PL-200: Power Platform Functional Consultant Associate
PL-400: Power Platform Developer Associate
PL-600: Power Platform Solution Architect Expert

Intelligent Automation
PL-200: Power Platform Functional Consultant Associate
PL-400: Power Platform Developer Associate
PL-500: Power Automate RPA Developer Associate
PL-600: Power Platform Solution Architect Expert

Sales
MB-210: Dynamics 365 Sales Functional Consultant Associate**
MB-220: Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate**
MB-280: Dynamics 365 Customer Experience Analyst Associate
PL-600: Power Platform Solution Architect Expert

Service
MB-230: Dynamics 365 Customer Service Functional Consultant Associate
MB-240: Dynamics 365 Field Service Functional Consultant Associate
PL-600: Power Platform Solution Architect Expert

Small and Midsize Business Management
MB-800: Dynamics 365 Business Central Functional Consultant Associate

Supply Chain
MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate
MB-500: Dynamics 365 Finance and Operations Apps Developer Associate
MB-335: Microsoft Dynamics 365 Supply Chain Management Functional Consultant Expert
MB-700: Dynamics 365 Finance and Operations Apps Solution Architect Expert

* This certification retired on April 30, 2024. It will remain eligible for points through April 2025.
** This certification retired on November 30, 2024. It will remain eligible for points through November 2025.

AI Business Solutions – AI Workforce

Solutions Partner for Modern Work

Skilling requirements: Intermediate | Advanced | Specialization

To attain a **Solutions Partner for Modern Work designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate	Advanced
MS-900: Microsoft 365 Fundamentals **MD-102:** Microsoft 365 Certified: Modern Desktop Administrator Associate **MS-700:** Microsoft 365 Certified: Teams Administrator Associate **MS-721:** Microsoft 365 Certified: Collaboration Communications Systems Engineer Associate **SC-300:** Microsoft Certified: Identity and Access Administrator Associate	**MS-102:** Microsoft 365 Certified: Enterprise Administrator Expert

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization	
Adoption and Change Management Microsoft Adoption Service Specialist Assessment	**Custom Solutions for Microsoft Teams** **MS-600:** Teams Application Developer Associate
Calling for Microsoft Teams Teams Calling Technical Assessment	**Modernize Endpoints** **AZ-140:** Azure Virtual Desktop Specialty **MD-102:** Microsoft 365 Certified: Modern Desktop Administrator Associate
Meetings and Meeting Rooms for Microsoft Teams Meetings and Meeting Rooms for Microsoft Teams	**Teamwork Deployment** NA

Security

Solutions Partner for Security

Skilling requirements: Intermediate | Specialization

To attain a **Solutions Partner for Security designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories.

Skilling requirements are:

Intermediate

AZ-500: Microsoft Azure Security Technologies
SC-200: Microsoft Security Operations Analyst
SC-300: Microsoft Identity and Access Administrator
SC-400: Microsoft Information Protection Administrator
SC-100: Microsoft Cybersecurity Architect expert

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Cloud Security
AZ-500: Microsoft Azure Security Technologies

Identity and Access Management
SC-300: Microsoft Identity and Access Administrator

Information Protection and Governance
SC-400: Microsoft Information Protection Administrator

Threat Protection
SC-200: Microsoft Security Operations Analyst

Skilling Initiatives + Events

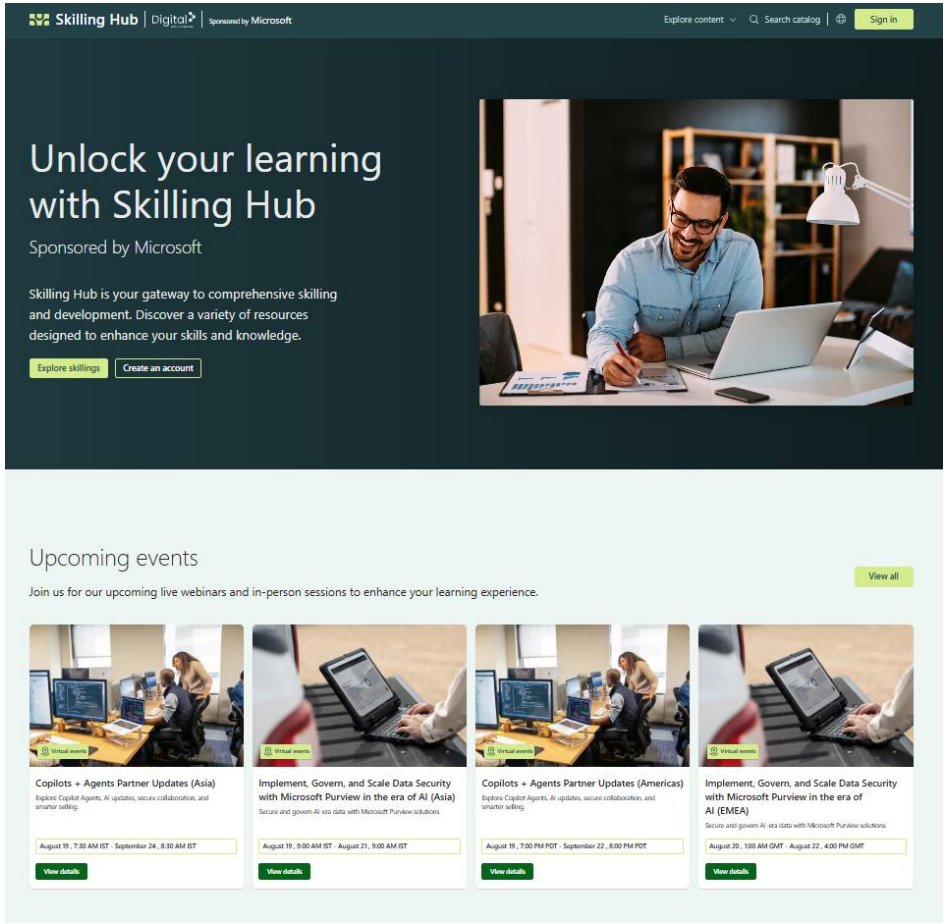
Welcome to the new Skilling Hub

The new **Skilling Hub** is live — built with partners, for partners. It brings LevelUp, SureStep, Microsoft Titan Skilling Academy, AI Tour for Partners, regional events and more together in one place, with simplified sign-in and smoother navigation to get you where you need to go.

Here's what made the cut:

- One unified destination for all things skilling
- Curated learning paths to help you specialize and certify with confidence
- A modern, intuitive interface available in 10 languages
- AI speech translation and live interpreters offered at select events (through Kudos)

Get started: To access everything, be sure to re-register on the platform here.



Partner Skilling Calendar

The Partner Skilling Calendar is your comprehensive resource for all upcoming partner skilling events, including:

- Sales Ready and Tech Deal Ready skilling
- Credential Ready skilling
- Project Ready skilling
- Regional in person events
- Microsoft AI Tour for Partners

Explore upcoming training opportunities, key dates, and events across the Microsoft partner ecosystem.

Download the Partner Skilling Calendar on the Skilling Hub resources page here.

Note: This calendar is updated weekly on Tuesdays. Navigate to the above Skilling Hub resources page for the latest version of the calendar.



Always-on Skilling

Visit the Partner Skilling Hub: aka.ms/PartnerSkilling
Partner Skilling resources: aka.ms/PartnerSkillingNews

Credentials skilling

- **Certification Week for Microsoft AI Cloud Partner Program (MAICPP)** - fast track your certification success with live training, hands-on labs, exam prep, and dedicated support resources — all in one focused week.
- **On-Demand Certification for MAICPP + Office Hours** – Build skills at your own pace and advance your certification journey. Pass the assessment with 80%+ and earn a FREE exam voucher*.

Project Ready skilling

- Workshops designed to complement certification-based skilling with deployment-ready skills
- Copilot-Related Workshops (L300), focused on helping partners gain deployment/ implementation capability to accelerate time to value
- **Cloud and AI Platforms**, **AI Business Solutions**, **Security**

In-person Regional Project Ready Workshops

(Tech Deal Ready/Project Ready)

In the Americas: **Partner Workshops**

In Asia: **Partner Workshops**

In EMEA: **Partner Workshops**

Sales & Tech Deal Ready skilling

- **Microsoft Sales Bootcamps** are facilitated by Microsoft Sales Specialists and aim to help partners drive sales conversations in the Era of AI transformation
- **Solution Play Sales and Tech Deal Ready Skilling**
- **Microsoft Titan skilling Academy**
- **Microsoft AI-Powered Selling for Partners**

LevelUp sponsored by Microsoft provides partner learners access to certification prep on-demand, project ready, sales and tech deal ready skilling content anchored on all our Microsoft Cloud Solution Areas.

Microsoft AI Tour for Partners is an in-person global event series, exploring the latest trends and technology in the era of AI, with guidance from Microsoft executives and industry leaders.

*Terms and Conditions apply

Regional Skilling Desk

Contact the Regional Skilling Desk: AskSkilling

The **Regional Skilling Desk** is a dedicated team designed to help managed partners close skilling gaps, drive certifications, and support priority workloads in their local language. This service provides responsive support, PDM-led partner outreach, key resources, and guidance to enhance partner capabilities in areas like AI, cybersecurity, Microsoft 365, and more.

Benefits include:

- **Empowers managed partners** with a dedicated support channel that streamlines access to guidance on certification training, project-ready workshops, and sales and pre-sales skilling opportunities.
- **Fosters collaboration** through an active feedback loop, ensuring partner insights continuously enhance and shape skilling programs for maximum impact.
- **Amplifies engagement** through regional events and flagship training initiatives such as AI Tour for Partners, Certification Weeks for the Microsoft AI Cloud Partner Program, and Project Ready and Tech Deal Ready Workshops.
- **Provides multilingual coverage** in eight languages: English, French, German, Spanish, Portuguese, Japanese, Korean, and Mandarin Chinese.
- **Offers a responsive Q&A channel** via AskSkilling@Microsoft.com to address common questions and assist with skilling event inquiries.
- **Supports partners** with skilling guidance related to Solution Designation achievement and MAICP renewal.

Regional In-Person Workshops

aka.ms/RegionalWorkshops

Overview

Microsoft Regional Partner Workshops are 1–2 day, in-person events designed to build technical and deal readiness. Join expert-led workshops at your local Microsoft office to explore key topics and connect directly with Microsoft experts and peers to strengthen collaboration and accelerate your journey with Microsoft AI.

- **Topics:** Agentic AI, Copilot Studios, Microsoft Fabric, Defender XDR, AVS, Migrate & Modernize, Sovereign Cloud
- **Format:** Full-day, instructor-led sessions with immersive labs, breakfast and lunch provided, and networking opportunities throughout
- **Audience:** Service, CSP/Channel, and Software Development Company (SDC) partners
- **Attendance:** 50–75 partner learners per session
- **Delivery:** In-person at Microsoft offices worldwide with sessions delivered in local language

Tracks offered

Tracks:

- **Tech Deal Ready** – for pre-sales professionals focused on solution positioning and deal acceleration
- **Project Ready** – for Level 300 engineers and developers focused on hands-on implementation

Regional workshop stops

Americas	Asia	EMEA
Arlington, VA, United States	Jakarta, Indonesia	Zurich, Switzerland
Chicago, IL, United States	Manila, Philippines	Amsterdam, Netherlands
New York, NY, United States	Singapore	Athens, Greece
Houston, TX, United States	Kuala Lumpur, Malaysia	Dubai, UAE
Irvine, CA, United States	Sydney, Australia	Brussels, Belgium
San Jose, Costa Rica	Auckland, New Zealand	Warsaw, Poland
Santa Domingo, Dominican Republic	Shanghai, China	Munich, Germany
Lima, Peru	Beijing, China	Milan, Italy
Mexico City, Mexico	Hong Kong, China	London, UK
Sao Paulo, Brazil	Tokyo, Japan	Madrid, Spain
Toronto, Canada	Seoul, Korea	Riyadh, Saudi Arabia
Edmonton, AB, Canada	Gurgaon, India	Paris, France
Vancouver, Canada	Bengaluru, India	Stockholm, Sweden

Microsoft Titan Skilling Academy

Microsoft Titan Skilling Academy is a Partner skilling academy consisting of immersive learning framework that empowers our partners to deepen their knowledge and skills across Microsoft solution areas.

Choose your Titan Path by selecting the learning journey that aligns with your role and earn badges across sales and technical workloads to showcase your accomplishments.

How it Works

- The Microsoft Titan skilling academy allows learner to learn at their own pace, track progress, and advance through tasks such as videos, quizzes, and real-world applications.
- Learners complete each phase to earn badges that highlight their accomplishments and showcase their expertise.
- Learners earn badges which not only unlock new opportunities but also enhance professional's profile on LinkedIn, positioning them as a recognized Microsoft Titan in industry.
- Available in 10 languages with AI-powered site translation

Who will benefit from Titan badges?


Sales professionals


Pre-sales specialists


Technical delivery teams

Sign up to become a Microsoft Titan today!

Register for Microsoft Titan

Microsoft Titan Skilling Academy

Learning tracks and their Badge criteria: **Become a Titan!**





Learning Track	Target Roles	Criteria to receive Proficient badge	Criteria to receive Titan badge
Sales Ready	Sales executives Business development managers Inside Sales Representatives Tele team(Telcos)	Completed the aligned Sales training + Went through the GTM resources + Cleared an online assessment	Completed the aligned Fundamental Certification + Submitted a valid Partner referral ID
Tech Deal ready	Solution Architects Pre-sales engineers Solution Specialists	Completed the aligned Pre-sales training + Went through the Technical demo/Customer handling scenarios + Cleared an online assessment	Completed Role-based Certification + Submitted a valid Partner referral ID
Project Ready	Developers Deployment/ Implementation/ Migration Engineers System Administrators Technical Consultants	Completed intermediate Technical training wherever applicable + Completed the aligned Applied skill + Completed the aligned Online MCQ assessment	Completed Role-based Certification + Completed Advance Technical training aligned to the track + Completed the lab assessment

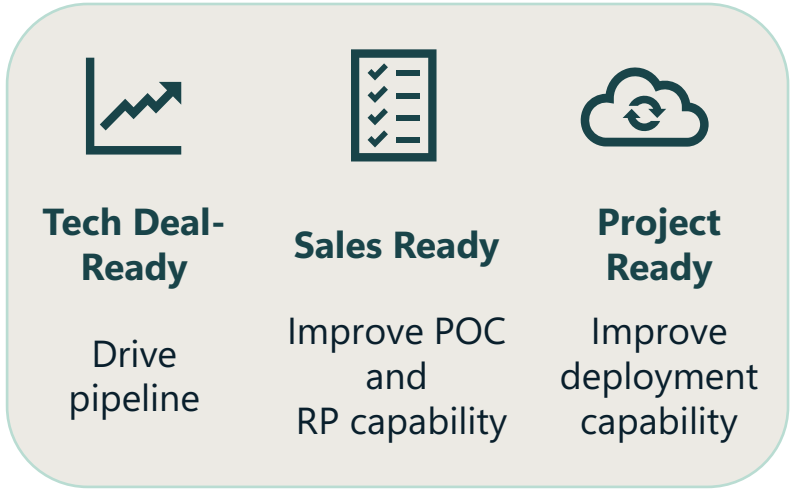
LevelUp for Partners

For all LevelUp feedback and support:
LevelUpHelp@technofocus.com

LevelUp sponsored by Microsoft (skillupwithlevelup.com) provides partner learners access to high-value Sales Ready, Tech Deal Ready and Project Ready. Skilling content anchored on all our Microsoft Cloud Solution Areas and GTM Solution Plays. LevelUp is a self-directed, self-paced interactive learning management system that includes assessments and badges for course completions.

Organizational and Learner Benefits

- Access to an extensive catalog of high-value on-demand Microsoft Cloud skilling courses
- Guided learning paths anchored on Microsoft GTM Solution Plays – Sales Ready, Tech Deal Ready, Project Ready
- Sales ready skilling to enable Microsoft partner sellers to build mindshare & sell more effectively
- Tech Deal Ready skilling to enable Microsoft partner tech sellers to convert mindshare into customer projects
- Project Ready skilling with hands-on-labs to improve delivery team deployment capability
- Exam-style assessments to gauge role type discipline competency across the Microsoft Cloud
- Offline support with bidirectional email integration and built-in chat function
- Available in 10 languages with AI-powered site translation



Microsoft AI Tour for Partners

aka.ms/AITourForPartners

Microsoft AI Tour for Partners are immersive, one-day companion events to the global Microsoft AI Tour—bringing partners together to explore the latest Microsoft AI technologies, go-to-market strategies, and best practices. These in-person experiences foster direct engagement with Microsoft experts, empowering partners to collaborate, innovate, and lead with Microsoft AI and agentic solutions.

Highlights

- Companion event to the Microsoft AI Tour
- Keynotes from corporate and regional leaders with partner insights, case studies, and calls to action
- Sales and technical tracks, including SDC engagement and dedicated SDC GTM track
- Executive meetings with partners and Microsoft regional leaders
- Networking sessions and partner booths throughout the event delivered in local language

Keynote

Sales Excellence Sessions
(Pre-sales)

One track

Tech Excellence Sessions

Two tracks

SDC GTM Track

One track

Exec Meetings Demo Booths

Networking and Social Event

NOTE: Tier 2 events will not have a keynote

Microsoft GitHub Skilling: Offerings

Credential Skilling

Register for GitHub certification exam: **GitHub certification exams.**

Project Ready Skilling

DevOps with GitHub and GitHub Copilot

A hands-on workshop for developers to master GitHub and boost productivity with GitHub Copilot. Learn repo management, Markdown, pull requests, conflict resolution, GitHub Actions, security, and AI-powered coding.

Migrate Azure DevOps repos to GitHub: Learn how to make GitHub Copilot context aware of Azure DevOps through new MCP server for DevOps.

Product Roadmap Webinar Series: Join us each quarter for our roadmap webinar series, which offers a glimpse into GitHub's upcoming launches and cutting-edge developments.

GitHub Learn: Discover a wide range of beginner-friendly tutorials, hands-on learning, and expert-led lessons.

GitHub Skills offers on-demand hands on courses.

Sales & Tech Deal Ready Skilling

(live and on-demand)

GitHub Partner Pulse for Sellers are facilitated by Microsoft and GitHub experts and aimed to help partners drive sales conversations and GitHub Copilot adoption.

GitHub Sales Accelerator is an on-demand learning path designed to equip sales professionals with the essential knowledge of GitHub offerings.

GitHub Partner Collection features pitch decks, quick guides, and other key assets to help you position GitHub effectively to prospective customers.

GitHub Tech Deal Ready: Build the skills to deliver tailored demos across the GitHub Platform

Partner Skilling Badges

Skilled Badges

Issued for attending live, virtual events through the Microsoft GCPS Skilling Hub

Proficient Badges

Earned by completing an assessment or additional lab tied to a live, virtual event or by completing a full course with assessment on LevelUp

Sales Titan Badges

Sale Titan badges are earned by completing a Titan learning path and submitting opportunity details to show incoming pipeline.

Technical Titan Badges

Technical Titan badges are earned by completing a Titan learning path and completing a capstone project displaying expertise for the related solution play workloads.

Credential Ready	Project Ready	Sales Ready	Tech Deal Ready



Microsoft Applied Skills



Microsoft Certifications







Consumption Led Skilling (CLS)

CLS Workshops can be explored with your designated Skilling Lead

Consumption Led Skilling is a program designed to support the partner's delivery team working on end-customer engagements.

This type of skilling aims to support teams aligned to an MSX opportunity and require specific skills to deliver the project.

Program Highlights

Last Mile Delivery	High Impact Accounts	Dedicated Private Trainings	Catalog of Solutions Plays
Targeted Training to fill last mile delivery gaps	Strategic Account with significant ACR impact	2–4 days of trainings with Hands on Labs	Solution play catalog of most common scenarios

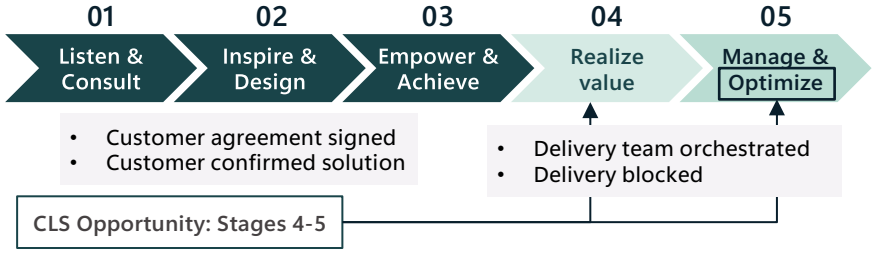
Benefits to Partners

Enhanced Capability	Equip delivery teams with advanced skills and competencies, enabling them to effectively handle complex implementations and provide high-quality services to large and strategic accounts.
Competitive Advantage	Gain a competitive edge by differentiating in the market as trusted advisors with the expertise to deliver exceptional solutions and support for high-value customers.
Relationship Strengthening	Build stronger relationships with customers, by positioning as strategic partners leading to long-term partnerships with customers and increase their retention and satisfaction.
Increased Revenue Opportunities	Enhanced capability, competitive advantage and stronger relationship with customer leads to new business opportunities and boost their project revenue and profitability.

Benefits to Customers

Expert Delivery	Benefit from highly skilled and trained delivery teams ensuring projects are executed with precision, maximizing the value received from your cloud solutions.
Tailored Solutions	The program equips partner delivery teams with the knowledge to understand and address the specific challenges and requirements. This results in improved tailored solutions for end customers.
Seamless Implementations	Customers can expect smoother and more efficient implementations, minimizing downtime and disruptions to their business operations.
Access to Best Practices	The program facilitates knowledge sharing and best practice adoption, enabling partner delivery teams to bring industry-leading expertise to their customers. This ensures customers receive the most effective and innovative solutions for their cloud deployments.

MCEM | CLS | Consumption Led Skilling



Triggers

- Customer Escalations
- Unblock Delivery
- Upskill Delivery Team
- AI Adoption
- Enhance Security
- Accelerate Revenue
- Optimize/Modernize Current Estate
- Reduce Time to Market
- Increase Revenue Opportunities

Principles

- Customer Account Nominated by PDMs/Delivery/Regional Heads
- Must have MSX Oppty ID
- MCEM Stage 4 or 5
- Blocked or At-Risk
- Minimum Seating capacity 10 Learners
- Maximum 3 Weeks SLA to schedule the trainings – post approval by v-Team

Microsoft and Partner Confidential

Credential Ready

Certification Week for Microsoft AI Cloud Partner Program

Fast-track your certification success with live training, hands-on labs, exam prep, and dedicated support resources — all in one focused week. Build and validate your skills across Microsoft solutions with the guidance you need to confidently achieve certification.

Who is it for?

Technical professionals who are ready to fill their skill gaps in Microsoft solutions and prepare for certification.

Learn more:

Certification Weeks

Why should you attend?

This modular five-day virtual training includes structured instructor-led training, hands-on labs, exam preparation, and live Q&A, available during the hours that best fit your busy schedule. The sessions include live chat moderation with subject matter experts, ready to answer your questions.

It focuses on the most important aspects of the certification exam curriculum, allowing you to include working billable hours in your day. Other benefits include:

- **Targeted learning:** Focus on core certification areas across Cloud, AI, Security & AI Business Solutions
- **Live instruction:** 5 days of training, across multiple tracks, led by experts
- **Real-world application**: Hands-on labs to practice what you learn
- **Flexible format:** Attend virtually from anywhere, with classes delivered by region and offered in multiple languages
- **Exclusive labs:** Limited slots available—first come, first served
- **Local language delivery:** Sessions are delivered in local languages
- **Access Exam Vouchers:** Attend all five days to earn a 100% discounted exam voucher.

Microsoft Certification Prep On-Demand

Work toward your Solution Designation goals for the Microsoft AI Cloud Partner Program (MAICPP) — complete on-demand certification courses at your own pace. The first 500 learners to finish and **score 80%+** on the assessment will receive a **free exam voucher**!*

Lear more:
aka.ms/mscertprep

Why?

- **Accelerate your MAICPP progress:** Completing certifications helps you meet key requirements for Solution Designation.
- **Learn on your schedule:** On-demand courses let you train at your own pace, whenever it's convenient.
- **Get hands on learning:** Hands-on practice labs and exam prep resources.
- **Available in 9 languages:** Courses and assessments are offered in multiple languages to support global learners.

*Terms and Conditions apply

More Questions? Attend Live Office Hours

- ✓ **Get your questions answered:** Live Q&A with experts to clarify course content, exam prep, and certification requirements.
- ✓ **Certification insights:** Learn about exam formats, preparation resources, and how to avoid common pitfalls.
- ✓ **Program updates:** Stay informed on the latest Microsoft AI Cloud Partner Program (MAICPP) updates and how certifications align with Solution Designation.
- ✓ **Multi-language support:** Sessions available in multiple languages

Register Now

aka.ms/certoffhrs

Regional Cert Week & LevelUp Integration

Live Office Hours
One hour every Friday (IST, BST, PST)

September	October	November	December

LIVE REGIONAL DELIVERY w/ LABS

(A) Cloud & AI Platform + Security
Sep 15–19 (GCR)
Sep 22–26 (EN | KO)
Sep 29–Oct 3 (JP)

LIVE REGIONAL DELIVERY w/ LABS

(B) AI Business Solutions
Sep 29–Oct 3 (EN)

LIVE REGIONAL DELIVERY w/ LABS

(B) AI Business Solutions
Oct 6-10 (DE | FR | IT)
Nov 3–7 (FR)
Nov 13–17 (IT)
Oct 20–24 & Nov 3–7 (ES)

LIVE REGIONAL DELIVERY w/ LABS

(A) AI Business Solutions
Nov 10–14 (DE)
Dec 1–5 (EN | KO | JP | GCR)

CERTIFICATION PREP (ON-DEMAND)

Cloud & AI Platform + Security
(Enrollment Open)
Delivered via LevelUP
EN | ES | PT | DE | FR | IT | CN | JA | KO

CERTIFICATION PREP (ON-DEMAND)

AI Business Solutions
Delivered via LevelUp
Dec 8–12 (Launch)
EN | ES | PT | DE | FR | IT | CN | JA | KO

LevelUp @Skilling Hub

ARB Cert Courses Available on LevelUp
AI Language Audio + LOC Content

Cloud & AI Platform + Security
AI-102,AZ-104, AZ-204, AZ-305, AZ-400, AZ-700, DP-100,DP-300, DP-600,DP-700, GH-300, AZ-500, SC-100, SC-200, SC-300, SC-401

AI Business Solutions
MS-102, MD-102, MS-700,MS-721, MB-230, MB-240,MB-280, MB-310, MB-330, MB-335, MB-500,MB-700, MB-800,MB-820, PL-200, PL-300, PL-400, PL-500, PL-600

→ **Pre-Certification Assessment**
>80% Pass →

Free ARB Exam Voucher →

Certification Exams (MS Learn)

Solution Designations

Microsoft Solutions Partner — Infrastructure, Azure
Microsoft Solutions Partner — Digital & App Innovation, Azure
Microsoft Solutions Partner — Security
Microsoft Solutions Partner — Modern Work
Microsoft Solutions Partner — Business Applications

Certification Renewal Process

Benefits of renewing

Certification renewal is at no cost.
There's no cost to renew your certification, just make sure you pass the online assessment before your certification expires. Fundamentals certifications do not expire.

Six-month renewal window.
You can take the renewal assessment any time during your six-month eligibility window, via Microsoft Learn. Once you pass, your certification will be extended one year from the expiration date.

Assessments are short and not proctored.
Assessments focus on recent technological and industry updates, so they're shorter than the original exam(s) and are an open book. You can take the assessment as many times as you need, as long as you pass before your certification expires.

How to get started

1. Connect your certification profile to check your eligibility for certification renewal here
2. Learn more about how to link accounts
3. To learn more about the certification renewal process, watch this video
4. To know more, visit Microsoft Learn Certification Renewal
5. Renewal process: FAQs

Myths and Facts about Certification Renewal

Question
- Myth
- Facts

Is the assessment proctored?

Myth: A certification renewal is scheduled and proctored. Webcam must be ON while taking the assessment.

Facts: Assessment is not proctored, no webcam required, and no software/client tool installation required.

What is the assessment duration? How many questions?

Myth: 2-3 hours, 120 exam questions

Facts: ~45 mins, ~25 assessment questions

Do I need to schedule in advance?

Myth: I must schedule the assessment in advance and block my schedule.

Facts: No need to schedule, candidate can take the assessment anytime, anywhere.

What if I fail?

Myth: I must pay and schedule for multiple attempts

Facts: Try again immediately. After the second attempt, there is a 24 hours wait between future attempts. There is no limit to re-take the assessment and there is no associated cost to you.

Is there a cost to renew my certification?

Myth: We must pay or get a voucher to take the assessment.

Facts: No payment/voucher required. Certification renewal is available to anyone with a valid Microsoft associate, specialty, and expert certification at no cost.

Learn everything again?

Myth: Start preparing for the complete exam content.

Facts: The renewal assessment is focused on newer updates. We advise reviewing the self study modules or video briefs prior to taking the assessment.

How much time to prepare?

Myth: It takes too much time to prepare for the assessment.

Facts: A significantly lower time commitment to prepare for the assessment content thru self study modules or bite size videos.

For more information, review FAQ about renewals: Link

Microsoft Applied Skills

The new Microsoft-verified, scenario-based credential proves proficiency in skill sets specific to critical business challenges.

Learn more:

Browse Microsoft Applied Skills credentials

Watch Microsoft Applied Skills video

How to earn credentials:

1. **Prepare**
   Gain additional skills with **optional training**

2. **Earn**
   Pass an **interactive, lab-based assessment**

3. **Share**
   Celebrate and share on social platforms

Watch the video: aka.ms/AppliedSkillsVideo

Targeted skill validation for real-world scenarios

- Validates knowledge in skill sets specific to critical business challenges
- Credentials earned by passing an online, on-demand, product-specific assessment
- Interactive lab experience to demonstrate proficiency by completing real-world tasks
- Microsoft-verified credentials offer a signal of trust to organizations, colleagues, hiring managers, and recruiters

Targeted skills benefit your organization

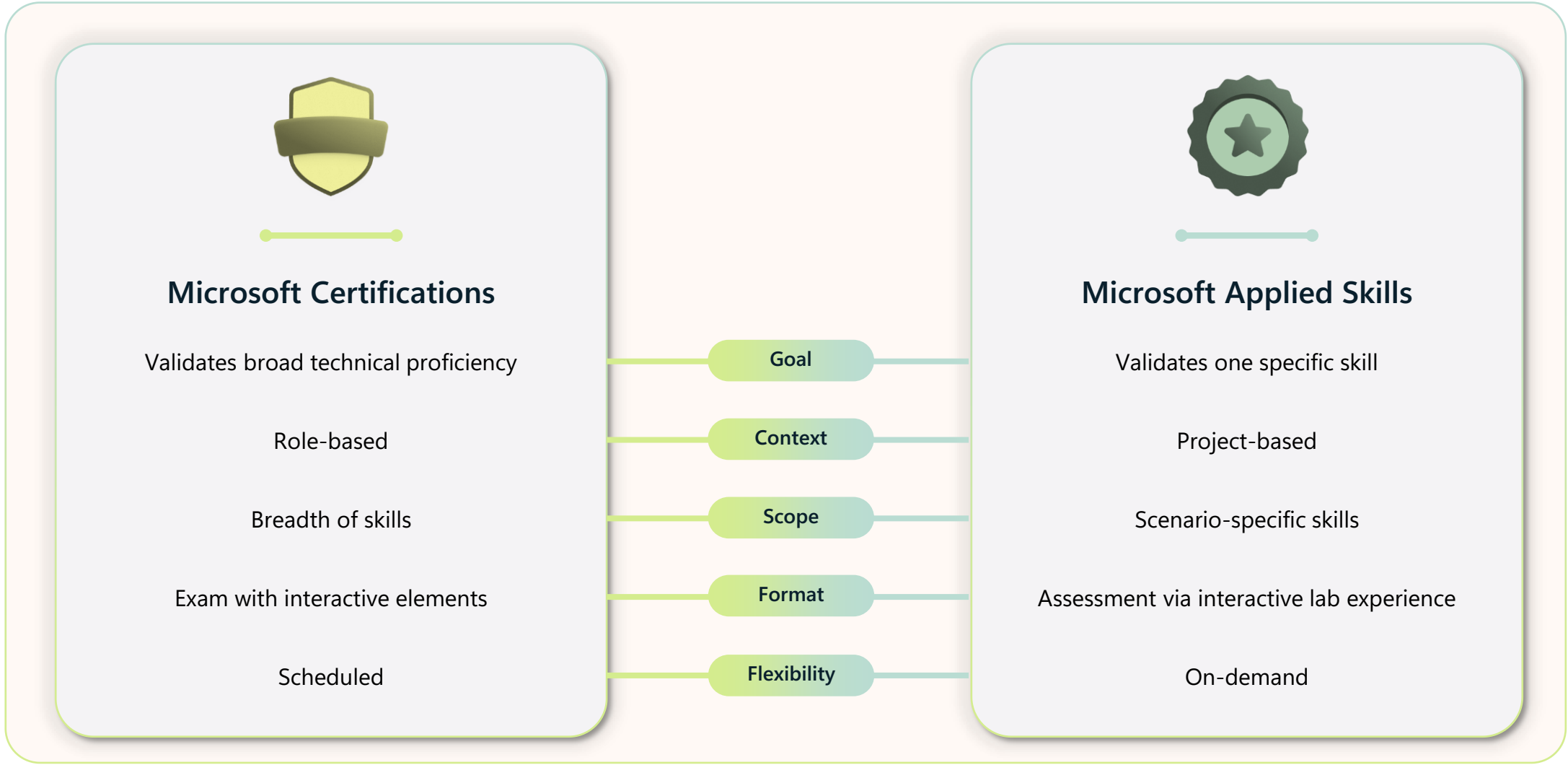
Empower your employees

Enable your teams to efficiently validate the targeted skills they need to solve problems more effectively and implement better solutions.

Strengthen your organization

Efficiently pinpoint the talent you have today and hire for tomorrow to provide highly technical solutions and take on projects critical to organizational success.

Choose the path that fits your career goals, desired skills and experience



Microsoft Applied Skills Credentials

Take charge of your career and become indispensable. From role-based certifications to new, scenario-specific applied skills, showcasing your proficiency with industry-trusted and verified credentials from Microsoft helps make you essential at your current workplace—and the next one.

Targeted validation for real-world scenarios. Skill up for in-demand technical scenarios to demonstrate proficiency in specific, scenario-based skill sets so you can make a bigger impact on every project, at your organization, and in your career.

- Focus your efforts on a skill set that is specific to a critical business problem or challenge that organizations are facing.
- Earn your credential by passing an online, on-demand assessment that requires you to complete a series of tasks in an interactive lab experience.
- Elevate your profile when you share your Microsoft-verified credentials and skills across your professional network, leaving no doubt about your value and expertise.

Learn more:

Browse Credentials

Modular Training Overview

Get started with Modular Training Videos

Bite-sized videos
(30-45min) videos

On-demand videos
Access anytime

Certification content

Across expertise level
Fundamental to expertise training

Refresh key topics
Train on a module instead of a full course towards your project

Updated frequently
Refreshed and new content available

Why Modular Training?

Learning on your schedule!
No need to take one or more days off work to take a class. With on-demand training, you can train whenever you choose.

Refresh your knowledge! Having trouble with one section of an exam? With module-based training, you can focus on the subjects you need.

Access Microsoft official Curriculum in a single training platform and consume at your own pace.

What is Modular Training?

Modular Training sessions are short, digestible videos designed to help new hires to experienced employees within the Microsoft AI Cloud Partner Program better prepare for their projects, get certified, and refresh previously attained knowledge.

These videos, or modules, leverage on-demand fundamentals and advanced role-based Microsoft Official Curriculum.

Am I eligible?

This content is available to you if you meet the below criteria:

1. Available to all partners
2. Available to technical and sales professionals
3. Keen interest to develop self-paced learning plan

How do I engage?

A monthly check in to the training platform is a minimum required touchpoint. You can scale up your engagement with the training from there based on your learning plan. Review the training platform and start your learning journey below.

Project Ready

Project Ready Workshops

Partner Project Ready Workshops **offer intermediate to advanced training** events designed to help experienced technical professionals deepen their capability in specific lines of technology. Taught by seasoned instructors, each workshop focuses on a specific topic to help drive deep skills applications across priority solution plays.

Who is it for?

These intermediate to advanced training events are designed to help experienced technical professionals deepen their capability in specific lines of technology.

Learn more:

Cloud and AI Platforms

AI Business Solutions

Security

Why should you attend?

Project Ready Workshops focus on how to implement Microsoft solutions for customers. Other benefits include:

- Keep pace with technical roles and requirements
- Flexible learning to fit your schedule and working hours
- Lab resources
- Sessions with moderator support via chat
- Content presented in English, with captions in 10 languages
- Three time-zone choices (PST/PDT/GMT/BST/IST)

Many Project Ready Workshop training events include labs. When offered, labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Sales & Tech Deal Ready

Visit the Partner Skilling Hub: aka.ms/PartnerSkilling
Partner Skilling resources: aka.ms/PartnerSkillingNews

Sales & Tech Deal Ready Skilling

Sales Bootcamps

These multi-day sales trainings led by Microsoft sales specialists focuses on providing advanced knowledge for selling the four Microsoft Cloud solution areas. Become proficient at starting sales conversations, solving customer challenges, pitching Microsoft cloud value, and overcoming objections by showcasing real-time customer benefits.

Capabilities Achieved: Build Solution Area pipeline and sell the Microsoft Cloud

Duration: Multi-day (multi-part) live deliveries

Roles: Sellers, BDM's, Solution Sellers

Microsoft Titan skilling Academy

The Microsoft Titan Partner Skilling Academy consisting of an immersive learning framework that empowers our partners to deepen their knowledge and skills across Microsoft solution areas. Choose your Titan Path by selecting the learning journey that aligns with your role and earn badges across sales and technical workloads to showcase your accomplishments.

Microsoft AI-Powered Selling for Partners

A dynamic learning experience for Sales professionals. You'll sharpen your ability to lead strategic, value-based conversations, navigate complex sales scenarios using the Rooms of the House (ROTH) framework, and connect Microsoft solutions to customer outcomes through powerful, metrics-driven storytelling.

Solution Play Sales Ready Skilling

Deeper training on the FY26 solution plays. Gain valuable information on industry, use cases, integration, and licensing and pricing.

Capabilities Achieved: Build solution play pipeline and sell the Microsoft Cloud

Duration: On-demand learning path

Roles: Sales and tech deal ready

Solution Play Tech Deal Ready Skilling

Depth use case and product knowledge training for FY26 solution plays. Gain valuable information on building customer case studies, responding to proposals, and proposing solutions.

Capabilities Achieved: Respond to RFPs and develop POCs to convert deals

Duration: On-demand learning path

Roles: Sales and tech deal ready

Accelerate sales lead cycle success

Microsoft Customer Engagement Methodology (MCEM) for Partners

Watch short videos for insight into the MCEM stages

The Microsoft Customer Engagement Methodology (MCEM) for Partners connects Microsoft sales, support, industry solutions delivery, and partners to bring more value to the customer by placing them at the heart of every deal. We're delighted to introduce a curated set of short videos that explore how this methodology can benefit you and provide you with the framework to co-sell with us more effectively.

Why watch?

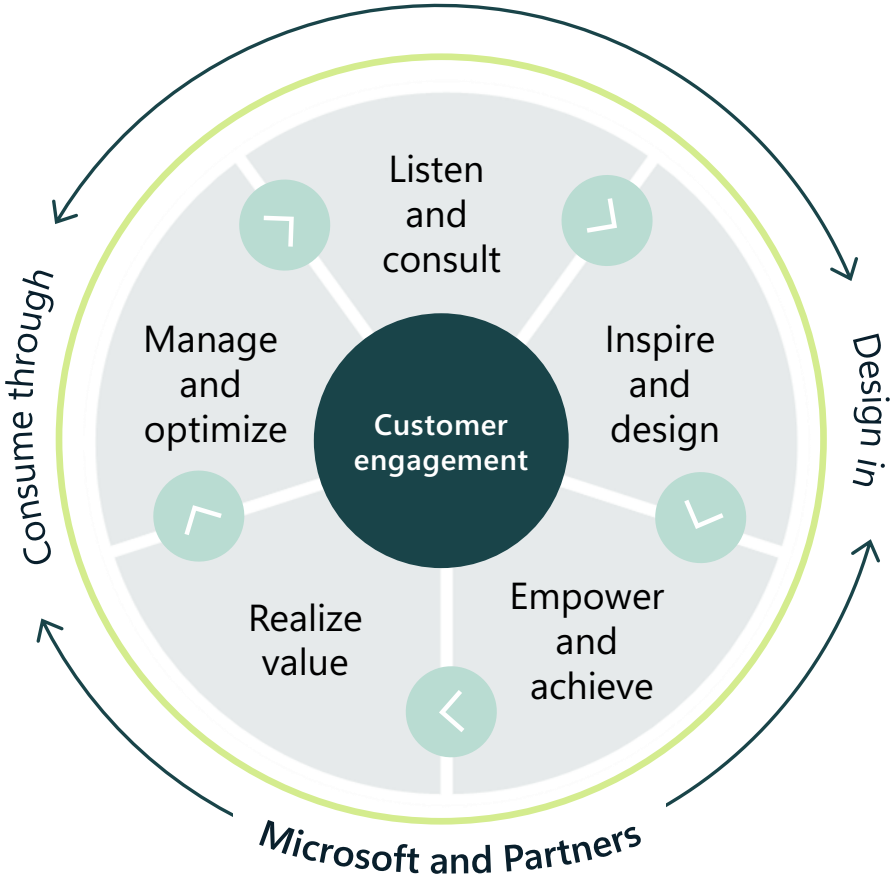
These seven videos cover how using this methodology can strengthen the co-innovation and co-development process with customers.

Our overall goal is to help you develop a shared language with Microsoft and drive increased value for our customers.

MCEM video playlist

1. Introduction
2. Stage 1 – Listen and Consult
3. Stage 2 – Inspire and Design
4. Stage 3 – Empower and Achieve
5. Stage 4 – Realize Value
6. Stage 5 – Manage and Optimize
7. Benefits Summary

Watch videos



Skill Through

Microsoft Certified Trainer (MCT)

Microsoft Certified Trainer (MCT) is an exclusive membership for professionals who train customers on Microsoft technologies. As an MCT, you gain access to valuable resources and a global community to enhance your training career.

Benefits of Becoming an MCT:

- Exclusive resources & discounts—Access software licenses, exam discounts, and service credits to stay ahead in your field.
- MCT Lounge community—Connect with Microsoft teams and fellow trainers for professional development, course updates, and networking opportunities.
- Official course delivery—Qualify to teach Microsoft's official courseware as part of the customer skilling ecosystem.
- Connections to Microsoft & partners – Engage with Microsoft employees and Training Services Partners, including job opportunities and events.

IMPORTANT NOTE: Enrollment in MCT is currently paused to allow for system and process enhancements. If you need to enroll manually during our downtime, please contact the **'Instructional Skills Certificate Provider'** you used to fulfill the MCT Instructional Skills requirement.

Learn more:

Microsoft Certified Trainer

MCT Renewal and Reinstatement

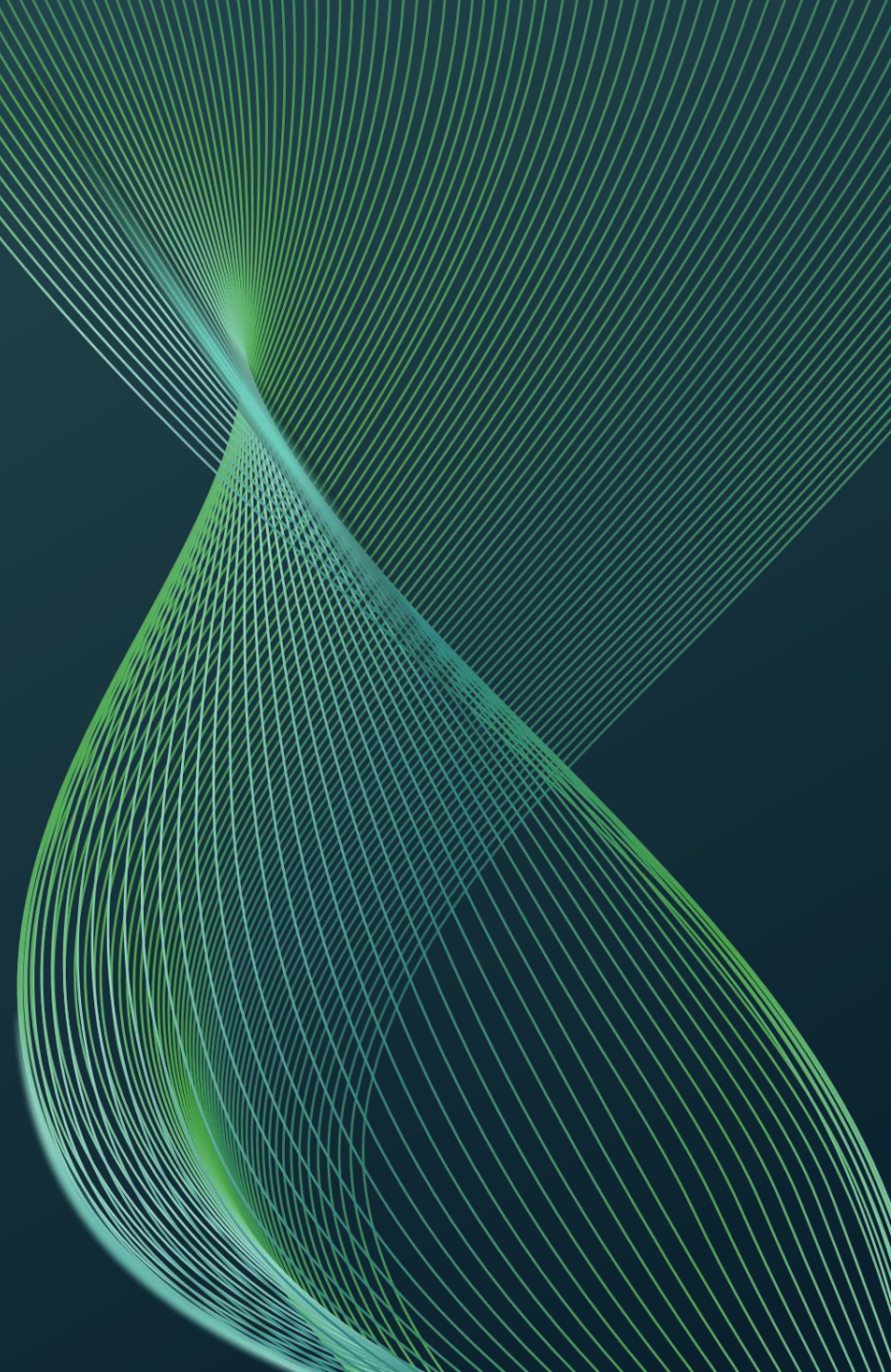
To access support for MCT and Microsoft Credentials, visit the moderated support forums available at **trainingsupport.microsoft.com**

Cloud and AI Platforms

AI Business Solutions

Security

Skilling Offerings by Solution Area



Cloud and AI Platforms Skilling Offerings

Download the Cloud & AI Platforms Playbook on the Skilling Hub resources page here.

Skilling focus

	Credential	Project Ready	Sales Ready	Tech Deal Ready
Offerings (click to access)	**Certification Week** *Mainstream solution play aligned certifications to be prioritized	**Project Ready Workshops**	**Sales Bootcamp** Executive Enablement Series: **Podcast** and **Vodcast** **Solution Play Sales Enablement**	**Solution Play** **Tech Deal Ready Skilling**
Prioritized solution plays	Administrator (AZ-104) Solution Architect (AZ-305) GitHub Copilot (GH-300) Network Engineer (AZ-700) Azure for SAP Workloads (AZ-120) Database Administrator (AZ-300) Fabric Analytics Engineer (DP-600) AI Engineer (AI-102) Data Scientist (DP-100) Developer (AZ-204) DevOps Engineer (AZ-400)	Migrate and modernize your estate Unify Your Data Platform Innovate with Azure AI Apps and Agents		

Improve deployment efficiency and time to value

Accelerate sales lead cycle success

AI Business Solutions – AI Business Process Skilling: Offerings

Download the AI Business Process Playbook on the Skilling Hub resources page here.

Skilling focus

	Credential	Project Ready	Sales Ready	Tech Deal Ready
Offerings (click to access)	**Certification Week** *Mainstream solution play aligned certifications to be prioritized	**Project Ready Workshops**	**Sales Bootcamp** Executive Enablement Series: **Podcast** and **Vodcast** **Solution Play Sales Enablement**	**Solution Play** **Tech Deal Ready Skilling**
Prioritized solution plays	Customer Service (MB-230) Field Service (MB-240) Customer Experience (MB-280) Finance (MB-310) Supply Chain (MB-330 & MB-335) Finance & Operations Dev (MB-500) Finance & Operations Architect (MB-700) Business Central (MB-800) Business Central Developer (MB-820) Power Platform Consultant (PL-200) Power Platform Developer (PL-400) Power Automate RPA Dev (PL-500) Power Platform Architect (PL-600)	Sales Transformation with AI Service Transformation with AI ERP Transformation with AI Innovate with Low Code AI and Agents Scale Business Operations with AI		

Improve deployment efficiency and time to value

Accelerate sales lead cycle success

AI Business Solutions – AI Workforce Skilling: Offerings

Download the AI Workforce Playbook on the Skilling Hub resources page here.

	Skilling focus			
	Credential	**Project Ready**	**Sales Ready**	**Tech Deal Ready**
Offerings (click to access)	**Certification Week** *Mainstream solution play aligned certifications to be prioritized	**Project Ready Workshops**	**Sales Bootcamp** Executive Enablement Series: **Podcast** and **Vodcast** **Solution Play Sales Enablement**	**Solution Play** **Tech Deal Ready Skilling**
Prioritized solution plays	M365 Modern Desktop Admin M365 Enterprise Admin M365 Teams Admin M365 Collaboration Engineer	Secure Productivity Cloud Endpoints Employee Experience Frontline Worker Converged Comms		

Improve deployment efficiency and time to value

Accelerate sales lead cycle success

Security Skilling: Offerings

Download the Security Playbook on the Skilling Hub resources page here.

	Skilling focus			
	Credential	Project Ready	Sales Ready	Tech Deal Ready
Offerings (click to access)	**Certification Week** *Mainstream solution play aligned certifications to be prioritized	**Project Ready Workshops** **Spotlight Training**	**Sales Bootcamp** Executive Enablement Series: **Podcast** and **Vodcast** **Solution Play Sales Enablement**	**Solution Play** **Tech Deal Ready Skilling**
Prioritized solution plays	Security Operation(SC-200) Azure Security(AZ-500) Identity and Access(SC-300) Information Protection (SC-401) Cyber Security Architect (SC-100)	Moden SecOps with Unified Platform Data Security Protect cloud, AI Platform and Apps		

Improve deployment efficiency and time to value

Accelerate sales lead cycle success

Resources

Resources

- AskSkilling@microsoft.com
- Partner Skilling Hub
- Partner Skilling resources
- Microsoft Partner readiness repository
- Microsoft Learn

Solution Areas:

- Cloud and AI Platforms
- AI Business Solutions
- Security



Appendix