

---

# Microsoft 365 Copilot SMB Learning Journeys





# Microsoft 365 Copilot + BSKUs

(SMB) – Sales Ready + Tech Deal Ready

## TARGET AUDIENCE – SALES ROLES

Power Users, Dept. Champions, Pre-Sales and Sales Professionals and Leaders

## PARTNER SEGMENT

SMB

## DURATION

11 Hours

5 Comprehensive Courses

## KEY OUTCOMES

Build & extend virtual agents  
Drive adoption & transformation  
Learn BSKU landing, upsell, & cross sell

## HERO PRODUCTS

M365 Copilot

Copilot Business

Copilot Chat

[aka.ms/CopilotSalesReadySMB](https://aka.ms/CopilotSalesReadySMB)

Comprehensive Learning Journey

## Core Trainings

**SALES READY** 01

**An Essential Guide to SMB Selling with Microsoft 365 & Copilot Business**

[aka.ms/CopilotBusinessSR](https://aka.ms/CopilotBusinessSR)

🕒 1.5 hours

🎯 **Focus:** Selling strategies, customer messaging, and real-world scenarios

**SALES READY** 02

**Unlocking the Business Value of Copilot & AI Agents**

[aka.ms/CBVLevelUp](https://aka.ms/CBVLevelUp)

🕒 1.5 hours

🎯 **Focus:** Land the Copilot Business Value with scenario discovery, building a business case, and customer objections

**SALES READY** 03

**Building a business case with Microsoft Business Case Builder Tool**

[aka.ms/BCBLevelUp](https://aka.ms/BCBLevelUp)

🕒 1.5 hours

🎯 **Focus:** Create compelling business cases for Microsoft 365 Copilot & develop business cases using Business Case Builder

**SALES READY** 06

**Level Up CSP: Copilot & Agents Sales & Technical Bootcamps**

[aka.ms/LevelUpCSPBootcamp](https://aka.ms/LevelUpCSPBootcamp)

🕒 4 hours

🎯 **Focus:** Learn how to transform Microsoft 365 renewals into upsell opportunities

★

**TECH DEAL READY** 05

**Responsible AI for Copilot (week 6)**

[aka.ms/CopilotTDR](https://aka.ms/CopilotTDR)

🕒 1 hours

🎯 **Focus:** Responsible AI principles and practice with Microsoft 365 Copilot

**SALES READY** 04

**Elevate Security & Compliance for Small and Medium Sized Business**

[aka.ms/SMBSecuritySR](https://aka.ms/SMBSecuritySR)

🕒 1.5 hours

🎯 **Focus:** Security & compliance for SMB with Defender, Purview, & Microsoft 365 Business Premium

Always On: Titan Skilling Academy: [aka.ms/MS\\_Titan\\_Skilling\\_Academy](https://aka.ms/MS_Titan_Skilling_Academy)

Progressive learning journey that activates on GTM resources and ensures Cosell alignment via opportunity sharing





# Microsoft 365 Copilot + BSKUs

(SMB) – Project Ready

## TARGET AUDIENCE – SALES ROLES

Power Users, Dept. Champions, Pre-Sales and Sales Professionals and Leaders

## PARTNER SEGMENT

SMB

## DURATION

# 17.5 Hours

3 Comprehensive Courses

## KEY OUTCOMES

Build & extend virtual agents  
Drive adoption & transformation  
Learn BSKU landing, upsell, & cross sell

## HERO PRODUCTS

M365 Copilot

Copilot Business

Copilot Chat

[aka.ms/CopilotProjectReadySMB](https://aka.ms/CopilotProjectReadySMB)

Comprehensive Learning Journey

