

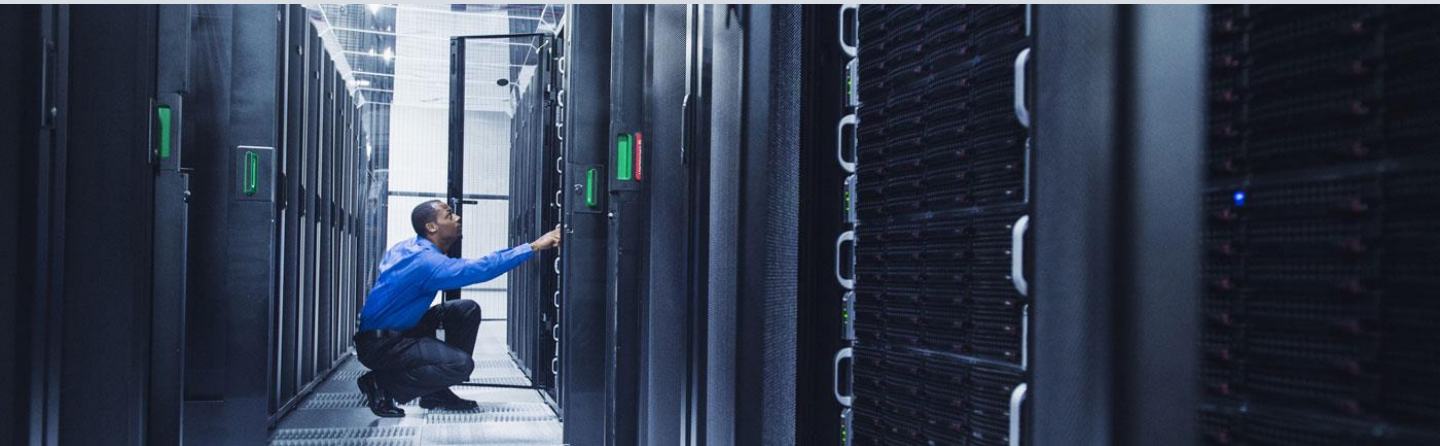


Global Partner Program Learning & Certification Catalog



Effective Date: July 2021

About this catalog



This catalog contains listings of learning and development programs designed to drive expertise and recognition for our partners in a way that ensures the highest level of quality to sell, deploy and support Nokia solutions through a profitable model.

In this document, the training is divided into sections by technology and listed in table format to give you a quick view of course logistics. To view course descriptions and more options just click on the course titles to be directed to the Nokia Learning & Development Hub for full details.

[Getting Started with Partner Training](#)[Cancellation Policy](#)[Learning and Exam Methods](#)[NokiaEDU Terms and Conditions](#)[How to Enroll in Virtual Courses](#)[Recertification Process \(Oct 2020\)](#)

Each Individual Partner Learner must be registered for access to Nokia. If you do not have access, contact your Partner Sales Manager.

Nokia Partner Learning leads:

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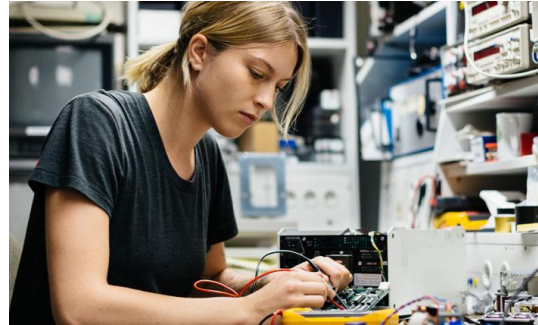


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This Global Partner Program Learning & Certification Catalog is updated on a quarterly basis and is available from the Partner Portal and the Partner Learning Store.

Certification requirements toward Partner Accreditation

The Charts below provide guidance on certification requirements toward Partner Accreditation. Not all Partner Certifications are required toward Accreditation. Nokia offers these to support Partners who offer these services to their Customers.



Product Certification Requirements to Accreditation

	Partner Relationship Manager	Sales Associate	SE Specialist	Field Tech*	Integration Engineer*
Authorized	X				
Advanced	X	2	1	1	
Expert	x	2	2	1	1
Per Technology, one person can count toward two job roles					

** Optional in North America*

Certifications required for Maintenance Services

	Partner Relationship Manager	Nokia Brand of Service	Service Desk Clerk	Tech Support L1	Tech Support L2
Co-Branded	X		X*	X*	
Partner Branded	X		X*	X*	X*

** Sufficient Certified people to support the SLA per technology*

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5G Training

- [Discover 5G](#)
- [Bell Labs End-to-End 5G Certification Program \(Industry Certification\)](#)
- [CBRS Certification \(US only\)](#)

AirScale Radio

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Field Technician](#)
- [Network Integration Engineer](#)

Compact Mobility Unit (CMU)

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Field Technician](#)
- [Network Integration Engineer](#)

Enterprise Private Optical Networks

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Field Technician](#)
- [Integration Engineer](#)
- [Technical Support Level 1](#)

FastMile

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Network Planning Engineer](#)
- [Field Technician](#)
- [Network Integration Engineer](#)
- [Technical Support L1](#)

Fixed Networks

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Network Planning Engineer](#)
- [Field Technician](#)
- [Network Integration Engineer](#)
- [Technical Support Level 1](#)
- [Technical Support Level 2](#)

IP

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Network Planning Engineer](#)
- [Field Technician](#)
- [Network Integration Engineer](#)
- [Technical Support Level 1](#)
- [Technical Support Level 2](#)

IP w NSP

- [IP w NSP Sales Engineer Specialist](#)
- [IP w NSP Sales Engineer Professional](#)
- [IP w NSP Network Planning Engineer](#)
- [IP w NSP Network Integration Engineer](#)
- [IP w NSP Technical Support L1](#)
- [IP w NSP Technical Support L2](#)

Lightspan SX

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Network Planning Engineer](#)
- [Field Technician](#)
- [Network Integration Engineer](#)
- [Technical Support L I](#)
- [Technical Support L II](#)

Microwave

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Field Technician](#)
- [Field Technician NAR](#)
- [Network Integration Engineer](#)
- [Technical Support Level 1](#)

Modular Private Wireless 20

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Field Technician](#)
- [Network Integration Engineer](#)



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Nokia Optical LAN (POL)

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Network Planning Engineer](#)
- [Field Technician](#)
- [Network Integration Engineer](#)
- [Technical Support Level 1](#)
- [Technical Support Level 2](#)

Nokia Software

- [AAA Sales](#)
- [AAA Sales Engineer](#)
- [VitalQIP Sales Associate](#)
- [VitalQIP Sales Engineer Specialist](#)
- [VitalSuite Administration](#)

Nuage

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Network Planning Engineer](#)
- [Software Installation](#)
- [Network Integration Engineer](#)
- [Technical Support Level 1](#)
- [Technical Support Level 2](#)

Optics

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Network Planning Engineer](#)
- [Field Technician](#)
- [Network Integration Engineer](#)
- [Technical Support Level 1](#)
- [Technical Support Level 2](#)

Partner Relationship Manager

Segments and solutions

- [Cloud Data Center Interconnect](#)
- [Discover 5G](#)
- [Network Solution For Legacy Scada Migration to IP/Mpls](#)
- [Oil & Gas Pipeline Solution](#)
- [Selling Into Aviation](#)
- [Selling Into The Defense Market](#)
- [Selling Into Highway Agencies and Departments Of Transportation](#)
- [Selling Into Power Utilities](#)
- [Selling into Public Safety](#)
- [Selling To Railways](#)

Small Cells

- [Sales Associate](#)
- [Sales Engineer Specialist](#)
- [Sales Engineer Professional](#)
- [Field Technician](#)
- [Network Integration Engineer](#)

SpaceTime Scene Analytics

- [SpaceTime Scene Analytics Sales Associate](#)
- [SpaceTime Scene Analytics Sales Engineer Specialist](#)
- [SpaceTime Scene Analytics Software Deployment Engineer](#)
- [Space Time Scene Analytics Network Integration Engineer](#)

Service Desk Clerk

Segments and solutions

Note: In order to obtain some Sales and Sales Engineer Specialist certifications, you must successfully complete one course from the Segments and Solutions curriculum in addition to the Sales or Sales Engineer Specialist curriculums.

Course Title	Duration	Optical	Micro-wave	IP	FN	POL	Scene Analytics	MPW	Nokia DAC	5G
Selling Into Railways	1h	x	x	x			x	x		x
Selling Into Highway Agencies and Departments Of Transportation	1h	x	x	x	x	x				
Selling Into Aviation	30min					x			x	
Selling Nokia DAC into Port Terminals	45min					x		x		
Digitization & Automation in Supply Chain Logistics	30min					x		x		
Selling Into The Defense Market	30min	x	x	x	x					
Selling Into Public Safety	1h	x	x	x				x	x	
Selling Into Power Utilities	1h	x	x	x	x					
Oil & Gas Pipeline Solution	45min	x	x	x	x					
Cloud Data Center Interconnect	45min	x		x						
Network Solution For Legacy Scada Migration To Ip/Mpls	30min			x						
Optical Transport Security: L1 Security With Nokia 1830	30min	x	x	x	x	x				
Discover 5G	1.25 hour									x

Global Partner Program Learning & Certification Catalog

Nokia training programs are designed to ensure our partners are prepared and effective in their jobs and the Partner Learning Store is designed to make it easy for you to find just what you need.

learningstore.nokia.com/partner/

We want you to be successful and knowledge is essential to success. Visit the Learning Store to discover what is new and enhance your skills through training.

To keep things simplistic, our list prices for our training services are based on the type of classes taken: Web Based Training (WBT), Virtual Instructor Led Training (VLT) or classroom Instructor Led Training (CILT). The list prices for these services are based on the number of hours or number of days of the subject class. Partners are eligible for applicable country and partner discounts.

Each self-study guide has a set price.

Proctored and lab exams have a fee for each instance.

All price quotations for learning services, including those for exams, are generated in the currency required under the applicable partner agreement with Nokia.

Learning and Exam Methods

For assistance please contact:

Global: gss.partnersupport@nokia.com