Global Partner Program
Learning & Certification Catalog

Effective Date: June 2020

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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

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

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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.

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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 a wide variety of certifications 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
Nokia Brand of Service	X				
Co-Branded	X		X**	X**	
Partner Branded	X		X**	X**	X**

** * One Certified person per shift per technology to support the level of service offered*

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AirScale Radio
- Sales Associate
- Sales Engineer Specialist
- Field Technician
- Network Integration Engineer

AirScale Wi-Fi
- Sales Associate
- Sales Engineer Specialist
- Field Technician
- Technical Support Level 1

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

Micro Core Network
- Sales Associate
- Sales Engineer Specialist
- Field Technician
- Integration Engineer

Microwave
- Sales Associate
- Sales Engineer Specialist
- Field Technician
- Field Technician NAR
- Network Integration Engineer
- Technical Support Level 1

Nokia Software
- VitalQIP Sales Associate
- VitalQIP Sales Engineer Specialist
- VitalQIP Installation
- VitalQIP Administration
- VitalQIP User
- VitalSuite Sales Associate
- VitalSuite Sales Engineer Specialist
- VitalSuite Administration
- VitalSuite User
- AAA Sales
- AAA Sales Engineer

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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

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

Modular Private Wireless
- Sales Associate
- Sales Engineer Specialist
- Field Technician
- Network Integration Engineer

Segments and solutions
- Cloud Data Center Interconnect
- Discover 5G
- How To Position And Sell Communications Transformation
- How To Position And Sell Distribution Automation
- How To Position And Sell Utility Broadband
- Network Solution For Legacy Scada Migration To Ip/Mpls
- Oil & Gas Pipeline Solution
- Optical Transport Security: L1 Security With Nokia 1830
- Partner Learning Series – Power Utilities 101
- Selling Into Airports And Air Traffic Control
- Selling Nokia Into The Defense Market
- Selling To Highway Agencies And Departments Of Transportation
- Selling To Railways

Small Cells
- Sales Associate
- Sales Engineer Specialist
- Sales Engineer Professional
- Field Technician
- Network Integration Engineer

Service Desk Clerk

Partner Relationship Manager

5G Training
- Discover 5G
- Bell Labs End-to-End 5G Certification Program (Industry Certification)
- CBRS Certification (US only)

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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	Course/Exam Reference	Duration	Delivery	Optical	Microwave	IP	FN	Pol
Selling To Railways	TBU00116W	1h	Web-based + exam	x		x	x	
How To Position And Sell Communications Transformation	TBU31293W	30min		x	x	x		
How To Position And Sell Distribution Automation	TBU31295W	30min		x	x	x	x	
How To Position And Sell Utility Broadband	TBU31296W	30min		x		x	x	
Selling Nokia Into The Defense Market	TBU00275W	30min		x	x	x	x	
Oil & Gas Pipeline Solution	TBU00115W	45min		x	x	x	x	
Partner Learning Series – Power Utilities 101	TBU31178W	1h		x	x	x	x	
Cloud Data Center Interconnect	TBU00113W	45min		x		x		
Network Solution For Legacy Scada Migration To Ip/Mpls	TBU00168D	30min				x		
Selling Into Airports And Air Traffic Control	TBU00160W	30min		x	x	x	x	X
Selling To Highway Agencies And Departments Of Transportation	GP00601-W	1h		x	x	x	x	X
Optical Transport Security: L1 Security With Nokia 1830	TBU00114W	30min		x	x	x	x	X
Network Solution For Legacy Scada Migration To Ip/Mpls	TBU00168D_V1	30min		x				
Discover 5G	TP00001-K-0001	1.25 hour						

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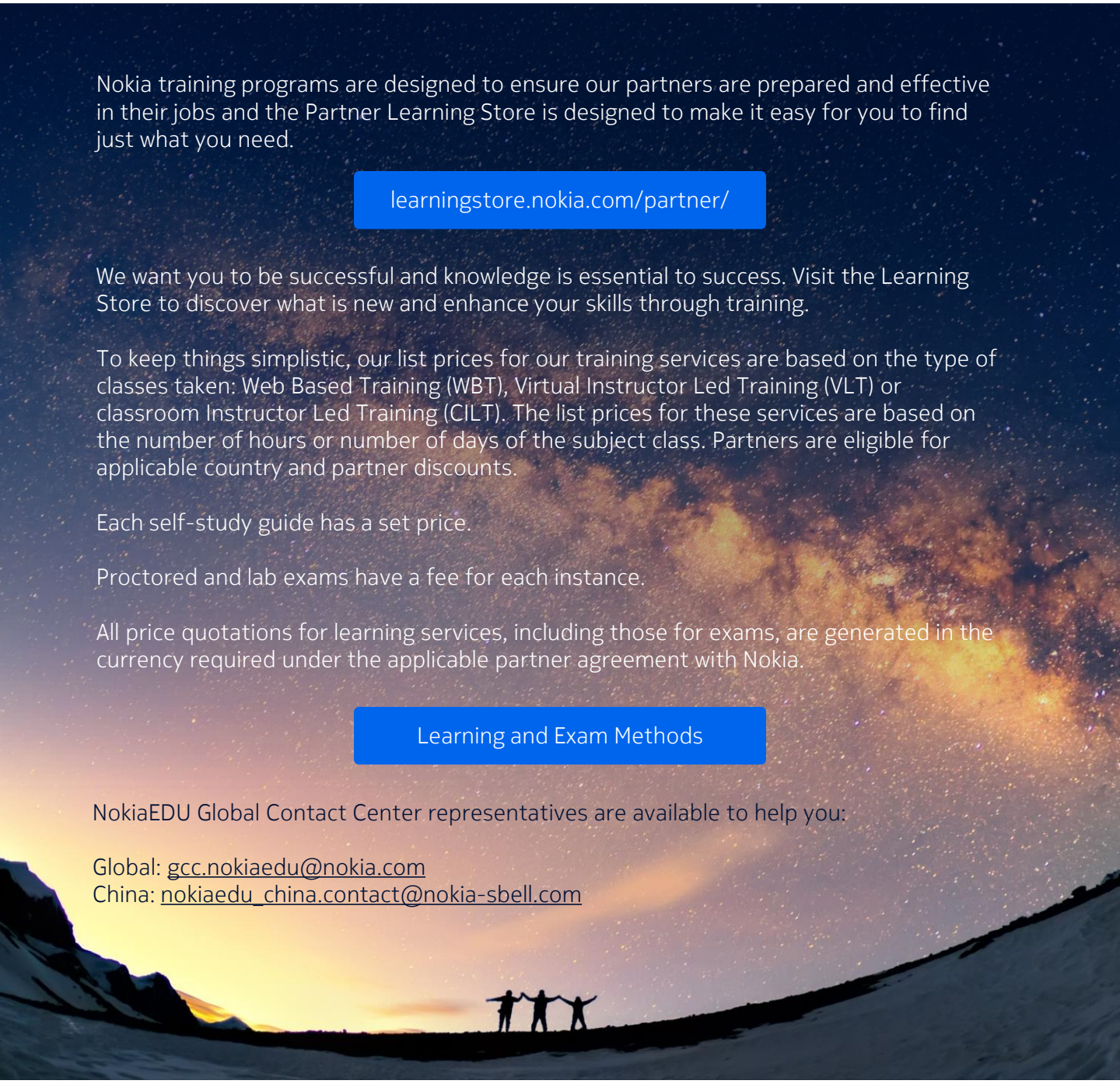

Nokia training programs are designed to ensure our partners are prepared and effective in their jobs and the Partner Learning Store is designed to make it easy for you to find just what you need.

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

NokiaEDU Global Contact Center representatives are available to help you:

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