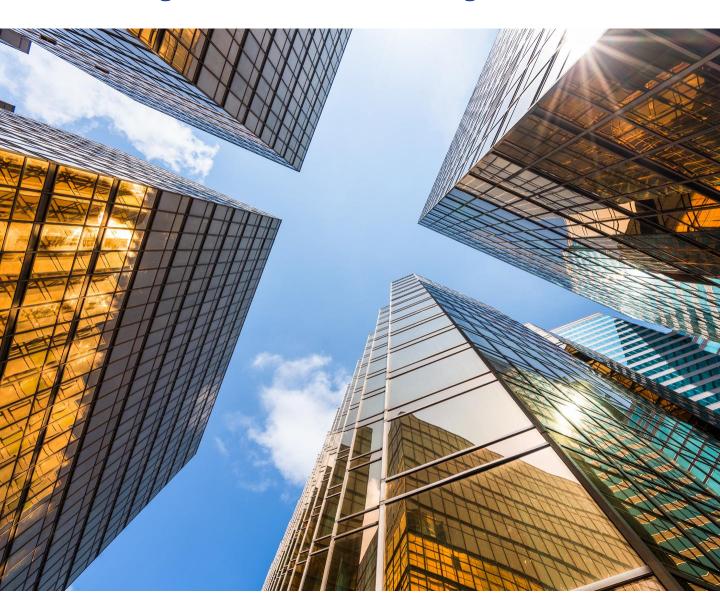# NOKIA

Global Partner Program
Learning & Certification Catalog

Effective Date: November 2020

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:

APAC	Moh Jajurie	moh.jajurie@nokia.com
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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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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	
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
Discover 5G	TP00001-K-0001	1.25 hour						

12/14/2020

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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

For assistance please contact:

Global: gss.partnersupport@nokia.com

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