Novell QuickStart Sales Training Agenda

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Data Center QuickStart Sales Training			
Novell Strategy	45 minutes		
Making IT Work as One – John Dragoon Video	25 min		
Data Center Launch Video & Discussion	20 min		
Solutions Fundamentals	120 minutes		
Enterprise Linux Servers	45 min		
Virtualization and Consolidation	30 min		
Workload Management	45 min		
Solution Product Capabilities	180 minutes		
SUSE Linux Enterprise Server			
SUSE Linux Enterprise Server High Availability Storage Infrastructure			
SUSE Linux Enterprise Server for System Z			
SUSE Linux Enterprise Server Priority Support for SAP			
SUSE Linux Enterprise Server Subscription with Expanded Support Program			
SUSE Linux Enterprise Real Time			
SUSE Linux Enterprise Point of Service			
ZENworks Linux Management			
PlateSpin Recon			
PlateSpin Migrate			
PlateSpin Protect			
PlateSpin Orchestrate			
PlateSpin Forge			
Working with Novell	45 minutes		
Sales Path to Mastery Introduction			
Sales Tools and Enablement Central			
Licensing Programs			
Demo Systems and Services			
Novell Services			
Novell Contact Info			
ESTIMATED TOTAL TIME	**6 hours 30 minutes**		

Identity & Security QuickStart Sales Training			
Novell Strategy	45 minutes		
Making IT Work as One – John Dragoon Video	25 min		
Identity and Security Video & Discussion	20 min		
Solutions Fundamentals	90 minutes		
Novell Identity and Access Management	45 min		
Novell Compliance Management	45 min		
Solution Product Capabilities	150 minutes		
Novell Access Manager			
Novell Identity Manager			
Novell Secure Login			
Novell Storage Manager			
Novell Access Governance Suite (RBPM, CM, Sentinel, +)			
Compliance Management Platform (Identity Manager, Access Manager, Sentinel)			
Threat and Vulnerability Capability (Sentinel)			
Working with Novell	45 minutes		
Sales Path to Mastery Introduction			
Sales Tools and Enablement Central			
Licensing Programs			
Demo Systems and Services			
Novell Services			
Novell Contact Info			
ESTIMATED TOTAL TIME	**5 hours and 30 minutes**		