

The Benefits of Novell Education

Selling Novell Education to Your Manager

As a networking professional, you recognize that the industry is always changing. You also know that staying current on the latest technologies and products means that you can perform your job better and more efficiently. However, you must convince your manager that continuing education is critical to your company as well as to you. The following article highlights the benefits your company will receive by investing in Novell Education and explains the various training options offered by Novell Education.

THE BENEFITS OF NOVELL EDUCATION

Because more than 81 percent of Fortune 1000 companies and 60 percent of small- and mid-sized businesses use Novell products, the demand for Novell training is always increasing. According to an International Data Corp. (IDC) white paper (www.novell.com/education/download/idc_cne_study), companies that use Novell products and hire certified Novell professionals receive the following benefits:

- Decrease in downtime and problems
- Decrease in hardware and software expenditures
- Increase in scalability (the ability to do more with less)
- Increase in productivity, throughput, and reliability

NOVELL CERTIFICATIONS

Novell Education offers various IT courses and certifications designed to meet the needs of networking professionals at every level of IT understanding. The following certifications are available through Novell Education:

- **Certified Novell Administrator (CNA).** The CNA is an excellent first certification for anyone starting an IT career. CNA certification requires you to pass a single exam that proves you have a basic knowledge of computers and networking and you know how to administer a NetWare 5.1 network. After becoming a CNA, you can help system engineers organize and maintain a NetWare network. For more information about the CNA certification, visit www.novell.com/education/cna.
- **CNE.** The CNE is one of the industry's most popular and highly regarded certifications. Almost half of the CNE course material focuses on industry-generic concepts. Furthermore, CNE certification demands that you have a thorough, hands-on understanding of networking and PC hardware, not just software. For more information about the CNE certification, visit www.novell.com/education/cne.
- **Certified Directory Engineer—A Novell Certification.** Because directory technology is becoming increasingly impor-

tant, Novell Education has created the Certified Directory Engineer certification. Using two traditional text-based examinations and a computer-based testing system called the *Novell Practicum*, you are tested on both your textbook knowledge and on your ability to solve problems in a live directory environment. For more information about the Certified Directory Engineer certification, visit www.novell.com/education/cde.

YOU'VE GOT OPTIONS

Because not one particular method of training can meet the needs of every individual, Novell Education provides the following training options:

- **Instructor-Led Training.** Novell has been offering instructor-led training to the IT community for more than 12 years. To find a training center near you, visit www.novell.com/education/locator.
- **Self-Study.** Although traditional classroom instruction is still the most popular form of training, Novell offers a wide range of self-study kits if you are unable to attend classroom training. These self-study kits include Novell's workbooks, interactive videos on CD, simulated tests, exercises, a three-user version of NetWare 5, and ZENworks Starter Pack. For more information about self-study, visit www.novell.com/products/training/selfstudy/quicklook.html.
- **Novell Online Training Provider.** If you like the convenience of self-study training but still want a real lab experience and access to a Novell certified professional, consider getting training from a Novell Online Training Partner. In addition to self-study, online trainers offer you live online labs you can access from a web browser. If you've got a question, simply send an e-mail to an Online Mentor, or post your question in a discussion forum. For more information about online training, visit www.novell.com/education/notp.
- **Customizable Training Solutions.** If you would like to have Novell customize training for your company's employees—regardless of the software or hardware you use—consider Novell customized training solutions. Novell provides on-site training to meet your company's unique needs. Educational consultants first talk to your company's employees about their current skills and knowledge. Next, these consultants evaluate your technical environment to determine the skills and knowledge your company needs to optimize its technology. Finally, these consultants analyze the gaps and design training to meet your company's specific needs. For more information about customized training, visit www.novell.com/education/pep/custom_training.html. ●