

## Training & Certification

*Provide training and certification programs to your partners.*



- **Present professional training materials to Partners and facilitate testing to conform competency**

Impartner Training is an add-on module to Impartner PRM that allows you to provide training and certification programs to your partners. The better trained a partner is on the products, the better they can sell and support those products, and the happier your customer will be.

Impartner Training allows companies to present professional training materials to partners and facilitates testing to conform competency. As tests are completed and passed, Impartner Training can automatically deliver a digital certificate of completion to partners.

The system tracks partner competency and accreditation allowing you to easily see which partners have completed which trainings.



**TRAINING**  
Below lists our current course offerings. A score of 80% or higher is required to pass each training.

**TRAINING 101** — **PASSED**  
**'THE RIGHT PARTNER EXPERIENCE'**  
▶ TRAINING VIDEO

**TRAINING 202**  
**'10 TIPS TO PREPARE YOUR CHANNEL'**  
▶ TRAINING VIDEO ▶ TRAINING QUIZ

**WEBINAR: 10 TIPS TO PREPARE YOUR CHANNEL**

**Tip # 3: Give your Communications a Makeover**

- Look at your past communications, are they the types and tone and topic your audience will respond to?
- Identify methods of communication to partners you should be leveraging for 2015—Newsletters, emails, LinkedIn groups, company pages, Instagram, etc

Don't bite off more than you can chew  
Do what's right for your audience/partners...

**TRAINING 202 QUIZ**

1. Which of these are NOT one of the tips mentioned in the Webinar?

- Review your Partner Strategy
- Give your Communications a Makeover
- Refresh Partner Data, Content & Review Agreements
- Survey Partner Satisfaction
- B and C
- A, B, and D

2. What are some of the best ways to review and assess your program?

- Survey competing programs
- Making a taxonomy of the features and benefits of your program
- Highlight your strengths
- Find your weaknesses and make a plan to improve
- None of the above
- All of the above

**Find out more!**

We'd love to show you more about how Impartner PRM can accelerate your channel. [Request a Demo](#) today.