

# Data Management Education Update

- Sales Mastery Tests
- DM We Pay Offerings
- BI Bootcamp
- Other Resources

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# Data Management Sales Mastery Test

- Who?

- Attendees of the Data Management 201 sales class
- Experienced Data Management sales professionals

- What?

- Tests your "201" knowledge on selling Data Management solutions

- When?

Now

- Where?

<http://ibmtesting.prime.prometric.com>  
online testing; \$40

- Why?

- Become a Data Management Solution Sales Professional
- Counts towards your PWSW sales criteria



# We Pay Offerings

## ■ DB2 Certifications

- ▶ IBM Certified Specialist - DB2 v6.1/7.1 User
- ▶ IBM Certified Solutions Expert - Admin for UNIX, Windows & OS/2, v7.1
- ▶ IBM Certified Solutions Expert - DB2 UDB, v7.1 Database Admin for OS/390
- ▶ IBM Certified Solutions Expert - DB2 UDB, v7.1 Family App Development

## ■ Informix

- ▶ IBM Certified Solutions Expert - Red Brick Decision Server v6
- ▶ IBM Certified Solutions Expert - Informix Dynamic Server v9 System Admin
- ▶ IBM Certified Solutions Expert - Informix 4GL Developer

## ■ Business Intelligence

- ▶ IBM Certified Solutions Expert - Business Intelligence

[www.ibm.com/partnerworld/software/zone](http://www.ibm.com/partnerworld/software/zone)  
Education and certification > We pay offerings



# Business Intelligence Bootcamp

Designed to teach BI product skills to those who market DB2 Warehouse Manager and DB2 OLAP Server.

## Details:

- 5 days
- IBM Learning Services (course code: X7BIB)
- \$1500 (including the 25% Business Partner discount)
- Schedule: July 29 (Dallas); Sept 30 (Chicago); Oct 28 (Atlanta)
- Covered under YAWP\*
- For more info: [www.ibm.com/services/learning/us](http://www.ibm.com/services/learning/us)



## Other Resources

- DB2 Certification Jumpstart Kit  
[www.ibm.com/software/data/channels/jumpstart.html](http://www.ibm.com/software/data/channels/jumpstart.html)
- Signature Selling Methodology workshop  
course code: SSMBPUS1