

System z Software Internal IBM Learning Roadmap

Explore System z specific learning opportunities for IBM sellers:

- [Foundational Learning](#)
- [Knowledge Building](#)
 - Sales Mastery
 - Selling Resources
 - Linux on System z
 - Right Fit for Purpose
 - Competitive and TCO
- [Specialty Learning](#)
 - Software Brands
- [Learning Resources](#)

Visit:

<http://pokgsa.ibm.com/~kdohara/public/roadmap.html>

w3 System z Software Knowledge Building Roadmap

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System z Software Knowledge Building Roadmap

The Knowledge Building roadmap identifies those classes specifically designed for the System z sales community to address skills required to effectively sell System z. Therefore, the roadmap does not follow a prescribed sequence. Courses can be taken in any order as needed to address your specific skill gaps. Most courses are between 45 and 90 minutes and are available to download to your workstation. Many new courses are in development, shown below with the dashed borders. If you have an interest in participating in the development of these courses as an early reviewer or subject matter expert (SME) or if you have specific skill needs that currently are not being met by the available offerings, please contact Scott Harris ([Scott Harris/Raleigh/IBM](#)).

Check out the [System z Learning Resources](#) page for links to other sources of content and information to help you be successful.

Overview:

```

graph LR
    A(Foundational Learning) --> B(Field Experience)
    B --> C(Knowledge Building)
    C --> D(Field Experience)
    D --> E(Specialty Learning)
    C --> E
  
```

Related links:

- [System z software](#)
- [The z/OS Home Page](#)
- [MvzSpace](#)
- [NA System z Software Enablement](#)
- [SWG Learning for Growth](#)
- [System z Software Demonstrations](#)
- [System z SWG Sales Acceleration Plays](#)

Sales Mastery		Selling Resources	Linux on System z	Right Fit for Purpose	Competitive and TCO
Parallel Sysplex	Selling Information on Demand on z	The Value of System z WhiteboardTV	Selling Linux on System z	Right Fit for Purpose WhiteboardTV	How to Talk IT TCO WhiteboardTV
Qualities of Service	System z Security	The Value of System z Enablement	Bootcamps	Right Fit for Purpose Enablement	How to Talk IT TCO Enablement
Software Selling Tools	Selling Integrated Service Mgmt on z	SWG Learning for Growth 2011	Linux on System z Virtual Topgun	Right Fit for Purpose eLearning	How to Talk IT TCO eLearning

System z Software Roadmap for Business Partners

Explore all of the learning opportunities in System z software for IBM Business Partners, including:

- Mandatory Learning
- Optional Learning System z
- Specialty Learning Brand
 - Sales Mastery
 - Technical Certification
- Hot New Learning

Visit:

https://www.ibm.com/partnerworld/page/swg_com_sfw_systemz_skills

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System z software learning path

The [roadmap \(PDF, 35kB\)](#) contains activities which fall into three primary categories: mandatory learning, optional learning and specialty learning. **Mandatory learning** is required to participate in the TCI for System z Software channels program. **Optional learning** will help improve your skills and success. **Specialty learning** will deepen your knowledge of System z Software brand solutions, and successful completion of the brand sales mastery tests is required in order to maximize the discounts you receive on System z OTC tools. There is also a section entitled **Hot New Learning**, where new highly-recommended learning material will be posted as appropriate.

Start

Mandatory Learning

- 1) Complete z101
 - Z101 - The Value and Differentiation of System z
- 2a) Attend face-to-face System z Software Top Gun class
 - Top Gun Class
- Or
- 2b) Complete System z Software Top Gun virtual class
 - Top Gun Virtual Class

Pass System z Foundation Mastery Test

Optional Learning System z

- Selling Linux on System z, a no-charge eLearning course (5 hrs)
- Apply knowledge of zSoftware configuration and pricing
- Apply knowledge of IBM System z differentiation
- Apply knowledge of mainframe value to customer
- Apply knowledge of TCO specific to customer
- Apply knowledge of...

Specialty Learning Brand

	Sales Mastery	Technical Certification
Information Management	Information Management	Information Management
Rational	Rational	Rational
Tivoli	Tivoli	Tivoli
WebSphere	WebSphere	WebSphere
Brand Sales Mastery Tests	Brand Sales Mastery Tests	

The Value of and Differentiation of System z for Customers

The Value of System z course is adapted for IBM Business Partners and for customers. Contents include:

1. Why Should You Care about Something that Everyone Says Is Old, Expensive, and Hard to Use?
2. It's the Same, Only Different!
3. The Future Runs on System z
4. System z - You Can Afford It, but Might Not Know It!

Quickview (optional)

Download from:

<http://www.ibm.com/services/weblectures/dlv/ibm/z101>

The Value and Differentiation of System z
Module 1: Why Should You Care about Something that Everyone Says Is Old, Expensive, and Hard to Use?

glossary resources print exit

Module Menu

- Module Overview and Objectives
- Course Introduction
- Topic 1: What You Might Have Heard about the Mainframe Just Isn't So
 - Module Overview and Objectives
 - Topic Introduction
 - What Is Myth, and What Is Fact?
 - The Mainframe from an Executive Leadership View
 - The Importance of System z Software
 - Why Should You Care about System z?
 - A First Step in the Right Direction
 - Topic Summary
- Topic 2: What Are Mainframes, and What Are They Doing for Customers Today?

Why Should You Care About System z?

Why should **you** care about System z? Click the following graphics to learn the reasons why IBM System z should be considered in today's enterprise environments, providing ongoing value while addressing top customer concerns. The information opens in a separate window, close that window to return to this page.

The Value of System z: Today and Tomorrow

System z: Top Customer Issues

Click **next** to continue.

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