

Jak zdawać egzaminy wymagane do uzyskania statusu partnerskiego VMware



VMware vSphere 4



Virtualize

Solutions

Products

Services

Support & Downloads

Partners

Company

Home > Partners

Partner Central Access

Logujemy się do Partner Central naszym Loginem i hasłem

Partner Central

Partner Central is the exclusive online information resource, providing a single dedicated web portal for all VMware Partners. It offers everything you need to build a successful virtualization practice including access to training, product information, sales tools, and marketing campaigns.

- [Register for a user account](#)

Partner Login

Please enter your User Name.

User Name:

Password:

[Forgot username or password?](#)

Login

Partners

Partner Programs

Solution Competencies

Partner Central Sign-In

Partner Locator

Need a User Account?

Self-register today to add yourself to your company's Partner Central account.

[Add an account](#)

Get Certified



Get trained and demonstrate your expertise in virtual infrastructure.

Earn your VSP, VTSP & VCP accreditations and certifications through online, live online and in-person classes from Partner University.

Start Selling



Sell effectively and start closing deals.

Download sales tools such as cheat sheets, presentations, call scripts and competitive flashes for vSphere, vCenter family and other VMware products.

Generate leads



Expand your business and sales opportunities.

Easily launch interactive Partner Central Campaigns to promote your products and solutions.

VMware Partner Exchange

VMware Partner Exchange 2010
February 8-11, 2010



https://na6.salesforce.com/home/home.jsp

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PRM Portal

vmware PARTNER CENTRAL

Partner Locator Support Logout

Home Partner University Products & Solutions Sales Tools Marketing Incentives Content Program Forms Partner Data ORAI Search

Welcome

- My Company
- My Program
- My Profile
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- Contact Us

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Security Information

 This page contains both secure and nonsecure items.

Do you want to display the nonsecure items?

Yes No More Info

**Strona na niektórych przeglądarkach
Wyświetla następujący komunikat.
Aby przejść do części egzaminacyjnej
Klikamy „Yes”**

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Klikamy w zakładkę „Partner University”

Click your country flag to check out your local page:



Quick Links

- ▶ Competitive Selling
- ▶ Follow Us
- ▶ Services IP
- ▶ Promotions
- ▶ Nexus 1000V Portal
- ▶ VATC Program

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Accelerate your VTSP completion and attend free live online VTSP Boot Camp sessions.

These interactive boot camps are being offered in English and German and are available via web based sessions. Completion of the VTSP accreditation requires module test completion at the end of the series. [Learn More](#)

New Partner Marketing Cheat Sheet

This useful cheat sheet provides you with information on the range of marketing tools and programmes available. [Click here to download](#)

Find the Right Gift, Banners & Posters for Your Next

The online [VMware merchandise shop](#) makes it quick and easy your VMware promotional items and business gifts. Also on the new [vSphere branding kits](#), the ideal solution for instant branding posters, roll up banners and stickers. [Learn More](#)

First time here?
Get started now.

[Training Modules](#)

[FAQs](#)

[New Brand Guidelines](#)



**Dodajemy plany
Zależnie od tego który
z egzamiów będziemy
Zdawać –
W tym Wypadku VSP
Klikamy „Add VSP Plan”**

**Jeśli chcemy zdawać VTSP postępujemy
analogicznie z tym że wybieramy
„Add VTSP Plan”**

https://na6.salesforce.com/apex/PartnerUniversity?sfdc.tabName=01r80000000G7sD

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SALES

Technical PRE-SALES

Tech

Core Accreditation/Certification

Additional Competency Accreditations

Add VSP Plan

Add VTSP Plan

Add VCP Plan

Continuing Education

SOLUTION SPECIFIC

PRODUCT SPECIFIC

TECHNICAL SUPPORT TRAINING

COMPETITIVE

SALES TOOLS & SKILLS

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Training Requirements for Earning a VMware Competency as a Company

Click on a competency below to learn about its training requirements. Please

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Partner University

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VSP 4

VMware Sales Professional Program (VSP) is a sales training program designed to provide you baseline knowledge that you can use when selling VMware products. VSP is recommended before you obtain Sales Competency Accreditations.

Content available in:
English
 + plus 10 more languages

To obtain your VSP for vSphere 4, you have 2 options:

I do NOT have a VSP	Complete the course modules listed under VSP 4 ~ 4 Hours
I already have a VSP on v13	Complete the delta course modules listed under Delta VMware Sales Professional 4 (Delta VSP 4)** ~ 1.5 Hours

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Potwierdzamy klikając „Add this Plan”

To obtain your VSP for vSphere 4 using the delta courses, you must have completed the modules listed in VSP 3. If you have completed VSP 3 modules, click on **Add this Plan** to myTasks, and a checkmark will appear next to the VSP 4 modules you have completed.

Please allow 2-3 days after your VSP completion for your certificate to be posted on your transcript and for your partner profile to be updated.

To Register for a course(s), you **MUST FIRST** select the **'Add this Plan'** button.

Add this Plan to myTasks.

Course Title

- VMware Sales Professional 4 (VSP 4)
- Partner Programs and Incentives



Wyświetla się lista testów, Jakie będziemy musieli zdać Aby zdobyć konkretny cert.

Jeśli nie posiadamy VSP do wersji 3, Zdajemy testy z tego bloku

Aby zdawać konkretny test Klikamy w niego -dla przykładu „Partner Programs and..” -Kolejność zdawania testów jest dowolna

Gdy posiadamy certyfikat VSP Do wersji 3, musimy zdać Aktualizację – testy tylko z tego bloku

Testy są przeważnie wielokrotnego wyboru i możemy je zdawać aż do szczęśliwego zakończenia – uzyskania 80% poprawnych odpowiedzi (lub więcej J)

Plan Details

- VMware Sales Professional 4 (VSP 4)
 - Partner Programs and Incentives
 - Demand Generation Programs
 - Pricing & Licensing
 - Winning with VMware
 - Virtualization Overview
 - VMware Sales Opportunity Overview (VMware Corporate Overview)
 - Products Overview
 - Solutions Overview
 - Delivering the VMware Message

OR

- VSP 3 to VSP 4 Upgrade Path
 - Delta VMware Sales Professional 4 (Delta VSP 4)
 - Products Overview
 - Solutions Overview
 - Pricing & Licensing

AND

- VSP 3
 - Virtualization Overview
 - VMware Sales Opportunity Overview (VMware Corporate Overview)

Collapse all plans above.

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Wybieramy zrozumiąłą
Wersję językową

Course	Language	Start	End	Action
VMware Sales Professional 4 (VSP4)				
Partner Programs and Incentives	English	Self-Paced	Online	Register
Partner Programs and Incentives	Español	Self-Paced	Online	Register
Partner Programs and Incentives	Español (Latin America)	Self-Paced	Online	Register
Partner Programs and Incentives	Portuguese	Self-Paced	Online	Register
Partner Programs and Incentives	한국어	Self-Paced	Online	Register
Partner Programs and Incentives	Deutsch	Self-Paced	Online	Register
Partner Programs and Incentives	Français	Self-Paced	Online	Register
Partner Programs and Incentives	Italiano	Self-Paced	Online	Register
Partner Programs and Incentives	Русско	Self-Paced	Online	Register
Partner Programs and Incentives	中文	Self-Paced	Online	Register
Partner Programs and Incentives	日本語	Self-Paced	Online	Register



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Class Information

Name: Partner Programs and Incentives (description)
Delivery Type: Self-Paced
Language: English
Location: Online (delivered to your web browser)

Note: This usage period for this class is 90 days. Your access to this class will expire on 04/18/10

Klikamy continue

User Information

Student: [blurred text]

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complete. You may wish to print this screen for your records. You will also receive this information

**Kliknięcie uruchomi szkolenie webowe.
Szkolenie omówi zagadnienia potrzebne do zdania testów**

Start this Course

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Registration Summary

Class: **Partner Programs and Incentives** [39005]
Student: [redacted]
Registration No: 3495336
Expires: Apr 18, 2010
Location: Online (delivered to your web browser)

Next Steps

- Register another student in Partner Programs and Incentives
- View your current enrollments (myEnrollments)
- Questions/Help





VMware Partner Programs and Incentives

Słuchamy ze zrozumieniem długiego i pouczającego Szkolenia... J

Partner Programs and Financial Incentives

Outline	Thumb	Notes	Search
Slide Title			Duration
▶ VMware Partner Progr...			00:05
Introduction			01:17
Our Commitment to P...			02:23
VMware Partner Netw...			00:18
VMware Partner Netw...			02:01
Addressing Customer...			01:38
Today: 1 Unified Prog...			01:27
Requirements and Be...			00:21
Solution Provider Req...			01:59
Solution Provider Req...			01:04
Slide 11			01:34
☐ Accreditations = ...			01:26
Program Requirem...			01:17
Solution Competency ...			02:01
Slide 15			02:03
37 Minutes 18 Seconds Remaining			



Slide 1 / 32 | Playing

00:00 / 00:00



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myPreferences

Janusz, your registration is **complete**. You will receive an email for your records. You will also receive this information

Po zakończeniu szkolenia (zamknięciu okna)
Możemy podchodzić do zdawania testu.
Klikamy na zakładkę – „myEducation”
i wybieramy „myEnrollments”

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Programs and Incentives [39005]

Student: [redacted]
Registration No: 3495336
Expires: Apr 18, 2010
Location: Online (delivered to your web browser)

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Courses Show My Enrollment History

Janusz Guryn

Partner Programs and Incentives

Continue

Remove

Tutaj widzimy szkolenia/egzamininy na które się zarejestrowaliśmy. Aby podejść do testu/ponownie wysłuchać szkolenia, Klikamy „Continue



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Course: Partner Programs and Incentives

The VMware Partner Programs and Incentives module presents the VMware Partner Network program framework, its requirements and benefits; the program's enhanced financial incentives; and the resources available to accelerate your virtualization practice, including of Partner University. The module requires about 45 minutes.

Length: 45 Minutes

Continue this Course

Next Steps: Module Test

If you have any questions ask partneruniversity@vmware.com

Ponowne wysłuchanie/kontynuacja szkolenia

Podejście do zdawania Testu



https://na6.salesforce.com/apex/PartnerUniversity?sfdc.tabName=01r80000000G7sD

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Earning Accreditations/Certifications by Role

	Core Accreditation/Certification	Additional Competency Accreditations
SALES	Add VSP Plan	Please choose a Sales Accreditation: Please choose a Sales Accreditation: Infrastructure Virtualization Sales Accred. 4 Business Continuity Sales Accred. 4 Virtualization Management Sales Accred. 4 Desktop Virtualization Sales Accred. 4
Technical PRE-SALES	Add VTSP	Please choose a Post-Sales Accreditation:

Continuing Education

SOLUTION SPECIFIC: TECHNICAL SUPPORT TRAINING SALES TOOLS & SKILLS

PRODUCT SPECIFIC: COMPETITIVE

Training Requirements for Earning a VMware Solution Competency as a Company

Click on a competency below to learn about its training requirements. Note that Infrastructure Virtualization Competency must be earned before earning other competencies.

Infrastructure Virtualization

Business Continuity

• Español (Spain)
 • Español (Latin America)

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01/18 Getting more out of your VMware Renewal Portal - 8:30am PST

01/19 New vSphere 4 editions tailored for Retail and Branch Office - 8:30am PST

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Oprócz VSP i VTSP potrzebujemy jeszcze zdać akredytacje
 Tak aby zdobyć wybraną kompetencję wirtualizacyjną
 Wybieramy z menu kontekstowego i dalej postępujemy
 Jak przy dodawaniu planów VSP/VTSP

To complete this Accreditation, you **MUST** select 'Add this Plan' and register for each class.

Add this Plan to myTasks.



Potwierdzamy klikając „Add this Plan”

Course Title

- Go Strategic With TCO/ROI Analysis
Go Strategic With TCO/ROI Analysis -Module 1: Introduction to TCO/ROI Analysis
- Go Strategic With TCO/ROI Analysis -Module 2: The VMware Realized ROI Calculator
 - Self-Paced
- AND**
- Go Strategic With TCO/ROI Analysis -Module 3: The VMware Virtualization TCO/ROI Calculator
 - Self-Paced
- AND**
- Go Strategic With TCO/ROI Analysis - Module 4: Effective TCO/ROI-based Sales and Business Development
 - Self-Paced

- AND**
- VMware Competitive Accreditation Program (vCAP)
 - vCap Module 1 - Selling VMware's Differentiation in Datacenter/Server Products
 - Self-Paced
 - AND**
 - vCAP Module 2 - Winning Against Microsoft Hyper-V and System Center
 - Self-Paced
 - AND**
 - vCap Module 3 - Winning Against Xen-Based Server Products

Rejestracja na szkolenia i testy wygląda dokładnie tak samo jak w wypadku VSP i VTSP.
Rejestrujemy się na szkolenie, słuchamy, podchodzimy do egzaminu, zdajemy i cieszymy się z nowo zdobytej akredytacji



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Earning Accreditations/Certifications by Role

	Core Accreditation/Certification	Additional Competency Accreditations
SALES	Add VSP Plan	Please choose a Sales Accreditation:
Technical PRE-SALES	Add VTSP Plan	Please choose a Technical Sales Accreditation: Please choose a Technical Sales Accreditation: Infrastructure Virtualization Tech.Sales Accred.4 Business Continuity Tech.Sales Accred.4 Virtualization Management Tech.Sales Accred.4 Desktop Virtualization Tech.Sales Accred.4
Technical POST-SALES	Add V...	Please choose a Post-Sales Accreditation:

Analogicznie do akredytacji salesowej – dodajemy plan zdobycia akredytacji z wybranej kompetencji wirtualizacyjnej dla osób Technicznych

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- Español (Spain)
- Español (Latin America)

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