

SAP Fieldglass

GLOBAL SALES ENABLEMENT CERTIFICATION PROGRAM



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NEW HIRE & INCUMBENT SALES CURRICULA

This sales certification program provides both new hire and incumbent sales staff with the requisite knowledge and skills to ensure a client focused execution of the sales process, effective positioning of SAP Fieldglass products and services and collaboration with appropriate partners in closing deals.

NEW HIRE CURRICULUM



This sales curriculum provides new sales staff with the requisite knowledge and skills to sell SAP Fieldglass products and services.

ORIENTATION | PRODUCT & INDUSTRY KNOWLEDGE | SALES TOOLS | SALES SKILLS | PARTNER MANAGEMENT

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INCUMBENT CURRICULUM



This sales curriculum provides tenured sales staff with the knowledge and skills to address current developmental opportunities.

PRODUCT & INDUSTRY KNOWLEDGE | SALES SKILLS | PARTNER MANAGEMENT

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GLOBAL SALES ENABLEMENT CERTIFICATION PROGRAM NEW HIRE CURRICULUM

This sales curriculum provides new sales staff with the requisite knowledge and skills to sell SAP Fieldglass products and services.

Estimated Total Time for Completion: 24 hours

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PROGRAM KICK OFF

#	Course	Method	Duration	<input checked="" type="checkbox"/>
1	Delivering the SAP Fieldglass Experience: A Message from Our President	WBT	10 min	<input type="checkbox"/>
2	Welcome to Fieldglass	WBT	180 min	<input type="checkbox"/>
3	SAP Fieldglass: Executing the Deal	WBT	70 min	<input type="checkbox"/>

PRODUCT & INDUSTRY KNOWLEDGE

#	Course	Method	Duration	<input checked="" type="checkbox"/>
5	Contingent Application Overview (refresher)	WBT	30 min	<input type="checkbox"/>
6	Worker Profile Application Overview (refresher)	WBT	30 min	<input type="checkbox"/>
7	Services Application Overview (refresher)	WBT	30 min	<input type="checkbox"/>
8	SAP Services: Solving for Category Needs	WBT	30 min	<input type="checkbox"/>
9	Fieldglass Application Demo	VT	90 min	<input type="checkbox"/>

SALES TOOLS & TECHNOLOGY

#	Course	Method	Duration	<input checked="" type="checkbox"/>
10	Salesforce Essentials	WBT	240 min	<input type="checkbox"/>

SALES SKILLS

#	Course	Method	Duration	<input checked="" type="checkbox"/>
11	Positioning Personalized Value: Our Success Stories	VT	90 min	<input type="checkbox"/>
12	Closing the Deal: Building a Comprehensive Close Plan	VT	90 min	<input type="checkbox"/>



GLOBAL SALES ENABLEMENT CERTIFICATION PROGRAM NEW HIRE CURRICULUM

This sales curriculum provides new sales staff with the requisite knowledge and skills to sell SAP Fieldglass products and services.

Estimated Total Time for Completion: 24 hours

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PARTNER MANAGEMENT

#	Course	Method	Duration	<input checked="" type="checkbox"/>
10	Capitalizing on Partnerships	VT	90 min	
11	Engaging SAP Sales (SAP Sales 101)	WBT	30 min	
12	Leveraging Your Internal Partners Series: Sales Development	VT	90 min	
13	Leveraging Your Internal Partners Series: Strategic Consulting Services (SCS)	VT	90 min	
14	Leveraging Your Internal Partners Series: PreSales	VT	90 min	
15	Leveraging Your Internal Partners Series: Integrations	VT	90 min	
16	Leveraging Your Internal Partners Series: Implementation	VT	90 min	



GLOBAL SALES ENABLEMENT CERTIFICATION PROGRAM INCUMBENT CURRICULUM

This sales curriculum provides tenured sales staff with knowledge and skills to address current developmental opportunities.

Estimated Total Time for Completion: 17 hours

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PROGRAM KICK OFF

#	Course	Method	Duration	<input checked="" type="checkbox"/>
1	Delivering the SAP Fieldglass Experience: A Message from Our President	WBT	70 min	<input type="checkbox"/>

SALES SKILLS

#	Course	Method	Duration	<input checked="" type="checkbox"/>
2	SAP Fieldglass: Executing the Deal	WBT	70 min	<input type="checkbox"/>
3	Positioning Personalized Value: Our Success Stories	VT	90 min	<input type="checkbox"/>
4	Closing the Deal: Building a Comprehensive Close Plan	VT	90 min	<input type="checkbox"/>

PRODUCT & INDUSTRY KNOWLEDGE

#	Course	Method	Duration	<input checked="" type="checkbox"/>
5	Contingent Application Overview (refresher)	WBT	30 min	<input type="checkbox"/>
6	Worker Profile Application Overview (refresher)	WBT	30 min	<input type="checkbox"/>
7	Services Application Overview (refresher)	WBT	30 min	<input type="checkbox"/>
8	SAP Services: Solving for Category Needs	WBT	30 min	<input type="checkbox"/>

PARTNER MANAGEMENT

#	Course	Method	Duration	<input checked="" type="checkbox"/>
10	Capitalizing on Partnerships	VT	90 min	<input type="checkbox"/>
11	Engaging SAP Sales (SAP Sales 101)	WBT	30 min	<input type="checkbox"/>
12	Leveraging Your Internal Partners Series: Sales Development	VT	90 min	<input type="checkbox"/>
13	Leveraging Your Internal Partners Series: Strategic Consulting Services (SCS)	VT	90 min	<input type="checkbox"/>
14	Leveraging Your Internal Partners Series: PreSales	VT	90 min	<input type="checkbox"/>
15	Leveraging Your Internal Partners Series: Integrations	VT	90 min	<input type="checkbox"/>
16	Leveraging Your Internal Partners Series: Implementation	VT	90 min	<input type="checkbox"/>