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Consultant	Training Course Group	Utilization of Sales Media	Utilization of Sales Media																							
		Specific Products and Solutions	Specific Products and Solutions																							
		Practice of Sales Process	Practice of Sales Process																							
		Industry Overviews	Industry Overviews																							
		Community Activities	Community Activities																							
		Latest Technology Trends	Latest Technology Trends																							
		Latest Business Trends	Latest Business Trends																							
		Industry Application Trends	Industry Application Trends																							
		Project Management Fundamentals	Project Management Fundamentals																							
		Business Strategies	Business Strategies																							
		Leadership Skills Required in Sales	Training for Sales Leaders																							
		Management by Objectives of Sales Leaders	Leadership Skills Required in Sales																							
		Opportunity Analysis and Sales Strategies	Management by Objectives of Sales Leaders																							
		Negotiation Skills Required in Sales	Opportunity Analysis and Sales Strategies																							
Communication Skills Required in Sales	Negotiation Skills Required in Sales																									
Practice of Legal Affairs for Sale	Communication Skills Required in Sales																									
Enterprise Management	Response Capabilities																									
IT Products / Solutions	Practical Business Presentation																									
Proposal Creation Fundamentals	Practice of Legal Affairs for Sale																									
	Enterprise Management																									
	IT Products / Solutions																									
	Proposal Creation Fundamentals																									

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Practice of Sales Process	Practice of Sales Process				
Industry Overviews	Industry Overviews				
Community Activities	Community Activities				
Latest Technology Trends	Latest Technology Trends				
Latest Business Trends	Latest Business Trends				
Industry Application Trends	Industry Application Trends				
Project Management Fundamentals	Project Management Fundamentals	*			
Business Strategies	Business Strategies				
Leadership Skills Required in Sales	Training for Sales Leaders				
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Communication Skills Required in Sales	Negotiation Skills Required in Sales				
	Communication Skills Required in Sales				
	Response Capabilities				
Practice of Legal Affairs for Sale	Practical Business Presentation				
Enterprise Management	Practice of Legal Affairs for Sale				
IT Products / Solutions	Enterprise Management				
Proposal Creation Fundamentals	IT Products / Solutions				
	Proposal Creation Fundamentals				
Training Course Group	Course Name	Knowledge Item	Project Integration Management		
			-Develop Project Charter		
			-Develop Preliminary Project Scope Statement		
			-Develop Project Management Plan		
			-Direct and Manage Project Execution		
			-Monitor and Control Project Work		
			-Integrated Change Control		
			-Close Project		
			Project Scope Management		
			-Scope Planning		
-Scope Definition					
-Create WBS					
-Scope Verification					
-Scope Control					
Project Time Management					
-Activity Definition					
-Activity Sequencing					
-Activity Resource Estimating					
-Activity Duration Estimating					
-Schedule Development					
-Schedule Control					
Project Cost Management					
-Cost Estimating					
-Cost Budgeting					
-Cost Control					
Project Quality Management					
-Quality Planning					
-Perform Quality Assurance					
-Perform Quality Control					
Project Human Resource Management					
-Human Resource Planning					
-Acquire Project Team					
-Develop Project Team					
-Manage Project Team					
Project Communications Management					
-Communications Planning					
-Information Distribution					
-Performance Reporting					
-Manage Stakeholders					
Project Risk Management					
-Risk Management Planning					
-Risk Identification					
-Qualitative Risk Analysis					
-Quantitative Risk Analysis					
-Risk Response Planning					
-Risk Monitoring and Control					
Consultant					

Consultant		Training Course Group	Utilization of Sales Media						
			Specific Products and Solutions						
			Practice of Sales Process						
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			Latest Technology Trends						
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			Industry /Application Trends						
			Project Management Fundamentals		*				
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			Leadership Skills Required in Sales						
			Management by Objectives of Sales Leaders		*				
			Opportunity Analysis and Sales Strategies						
			Negotiation Skills Required in Sales						
			Communication Skills Required in Sales						
			Practice of Legal Affairs for Sale						
			Enterprise Management						
			IT Products / Solutions						
			Proposal Creation Fundamentals						
			Common Skills to Job Category	Specific Skills to Specialty Field	Knowledge Item	Utilization of Sales Media			
						Specific Products and Solutions			
Practice of Sales Process									
Industry Overviews									
Community Activities									
Latest Technology Trends									
Latest Business Trends									
Industry /Application Trends									
Project Management Fundamentals		*							
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Training for Sales Leaders		*							
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Proposal Creation Fundamentals									
Project Management		Project Procurement Management -Plan Purchases and Acquisitions -Plan Contracting -Request Seller Responses -Select Sellers -Contract Administration -Contract Closure							
Leadership		Leadership -Fundamentals and Principles of Leadership -Teamwork and Communication -Project Objectives Setting -Project Promotion -Project Execution -Project Management -Collaboration Between Team Members -Motivating Team Members and Provision for Feelings of Accomplishment							
Communication		2-Way Communication -Dialogue and Interview -Information Transfer -Utilization and Practice of Communication Techniques -Utilization and Practice of Effective Speaking and Listening				*			
Communication		Transmission of Information -Utilization and Practice of Presentation Techniques -Utilization and Practice of Creation of Official and Non-official Documents -Technical Writing -Media Selection -Utilization and Practice of Persuasion Techniques				*			
Communication		Organization, Analysis and Retrieval of Information -Development and Practice of Status Response Capabilities to Understand Situations -Utilization and Practice of Capabilities to Understand Situations -Utilization and Practice of Meeting Management Techniques				*			
Negotiation		Negotiation -Utilization and Practice of Negotiation Process -Utilization and Practice of Effective Negotiation Techniques -Establishment of Trust Relationship -Objectives Setting -Common Interest -Practice of Logical Thinking -Utilization and Practice of Problem Solving Techniques							