

# Agenda

- **Certifications Facts**
- **Cisco Career Certifications**
- **Cisco Training Solutions**



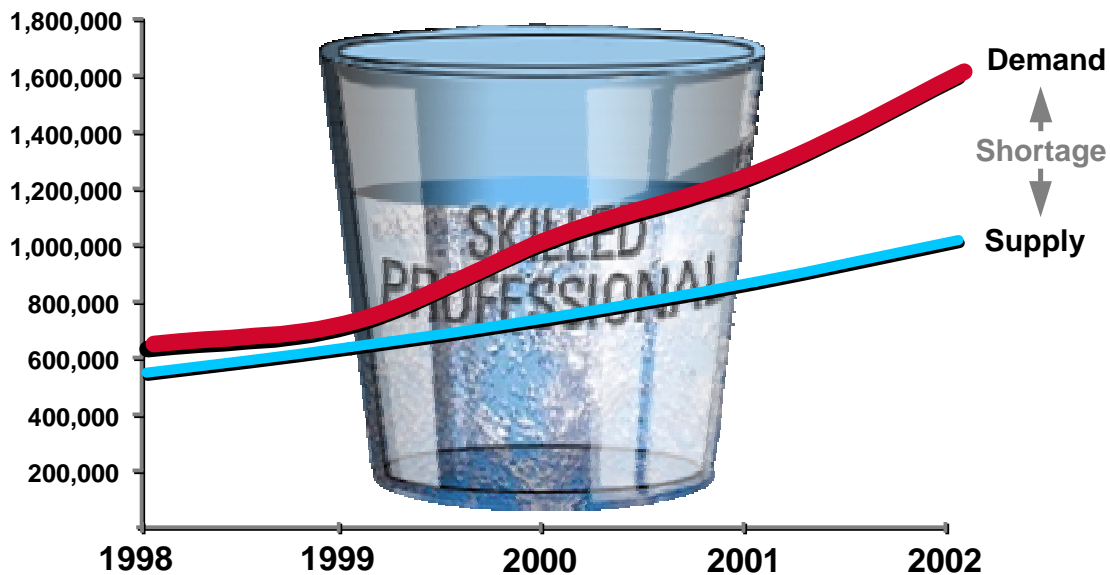
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# Networking Skills Trends



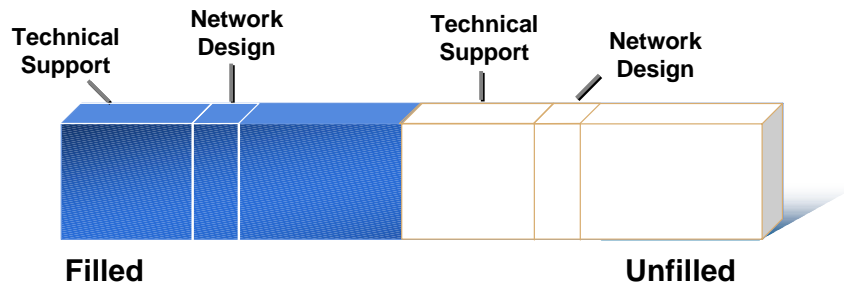
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# Job Opportunities



## New Information Technology Positions in 2000

(1,600,000 New Positions)

Source: Information Technology Association of America (ITAA)

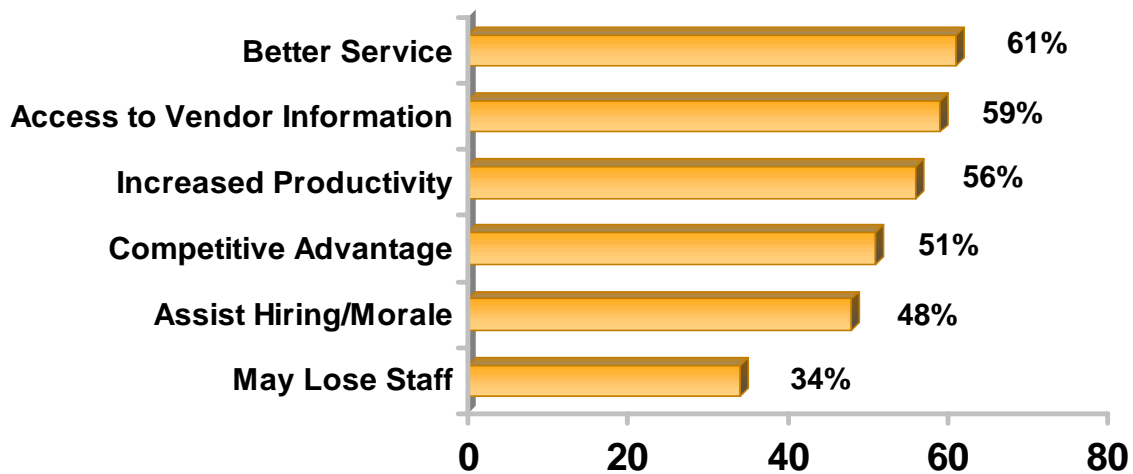
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# Employers See Benefits of Certified Employees



Source: Gartner Group

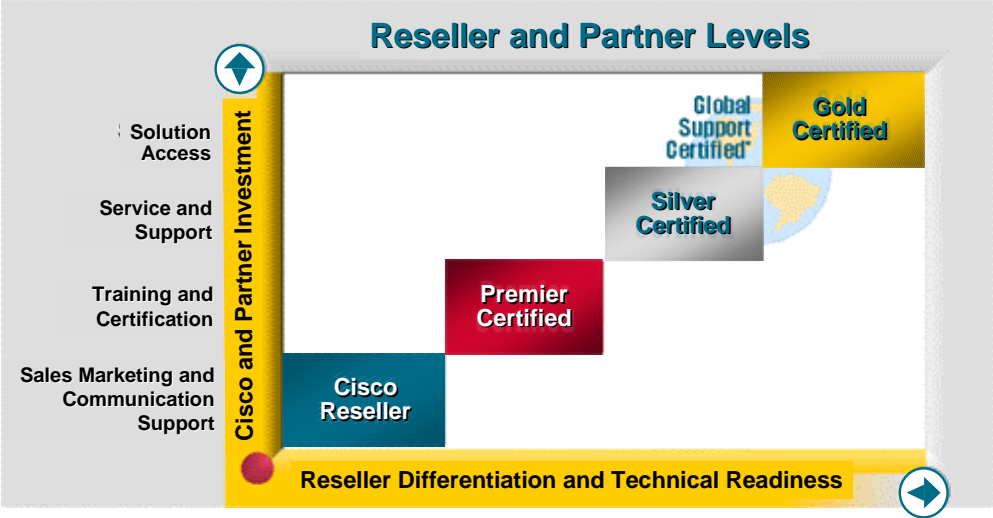
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# Cisco Partners Need Certification



\*Worldwide Service and Support

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# Many People Have a Story

“



I have a friend  
who...

”



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# The New World Learning Challenge

- Rapid change
- Vast amounts of new information
- Internet challenges



**“Does my workforce have the ability to deal with the increased pace of change in the Internet age? Do I?”**

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# Certification Basics for Individuals

- **Determine career path**
- **Acquire needed skills**
- **Pass certification exam(s)**
- **Celebrate!**
- **Begin next level certification**

# Cisco Career Certifications: Levels



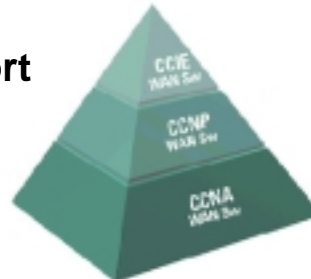
# Cisco Career Certifications: Career Paths



**Network Support**



**Network Design**



**WAN Switching**

## Training and Exam Paths

- **Recommended preparation at all levels**
- **Work experience required at expert level**

### Prerequisites

CCXX Certification

### Recommended Training

Course #1

Course #2

### Exam or Exam Track

Exam

[www.cisco.com/go/certification](http://www.cisco.com/go/certification)

# Cisco Certified Network Associate

- **Configure, verify, and troubleshoot routing and LAN switching implementations**
- **Staff a help desk, retrieve calls, and isolate problems**
- **Input configuration files on routers and switches**



Network Support

# Cisco Certified Network Professional

- **Act as technical support person or system implementer**
- **Create configuration files based on a design plan**
- **Create the test bed and staging areas for platform development**
- **Resolve network problems**



Network Support

# CCNP Specializations

- Security
- Voice access
- Network management
- LAN ATM
- SNA/IP integration



Network Support

# Cisco Certified Design Associate

- Determine the customers' requirements for network performance, security, capacity, and scalability
- Design an appropriate network
- Identify how to build a prototype
- Assemble Cisco product lines into an end-to-end networking solution



Network Design

# Cisco Certified Design Professional

- Provision platforms and technologies that meet more complex business needs across a wide range of network components
- CCDP specialization: SNA/IP integration



Network Design

# Cisco Certified Internetwork Expert

- CCIE routing and switching
- CCIE WAN switching
- CCIE ISP dial
- CCIE SNA/IP integration
- CCIE design



[www.cisco.com/go/ccie](http://www.cisco.com/go/ccie)

# Cisco Career Certifications: Career Paths



**Network Support**



**Network Design**



**WAN Switching**

## The Goal

### **San Francisco Consultants Ltd.**

**Siu Chiang**  
**Design Engineer**

6005 Plumas St. #101  
Reno, NV 89509  
Direct: 775 823-7300  
Fax: 775 823-0000  
Pager: 800 526-4200  
[sichiang@sanfran.com](mailto:sichiang@sanfran.com)  
[www.sanfran.com](http://www.sanfran.com)



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# E-Learning Adds New Tools



# Traditional Learning Track

## Recommended Training

Internetworking Technologies  
(ITM)



Interconnecting Cisco Network  
Devices (ICND)



## Exam or Exam Track

CCNA Exam

# Alternate Learning Tracks

## Recommended Training

Internetworking Technologies  
(ITM)



Interconnecting Cisco Network  
Devices (ICND)

OR

Interconnecting Cisco Network Devices  
E-Learning Edition (ICNDE)

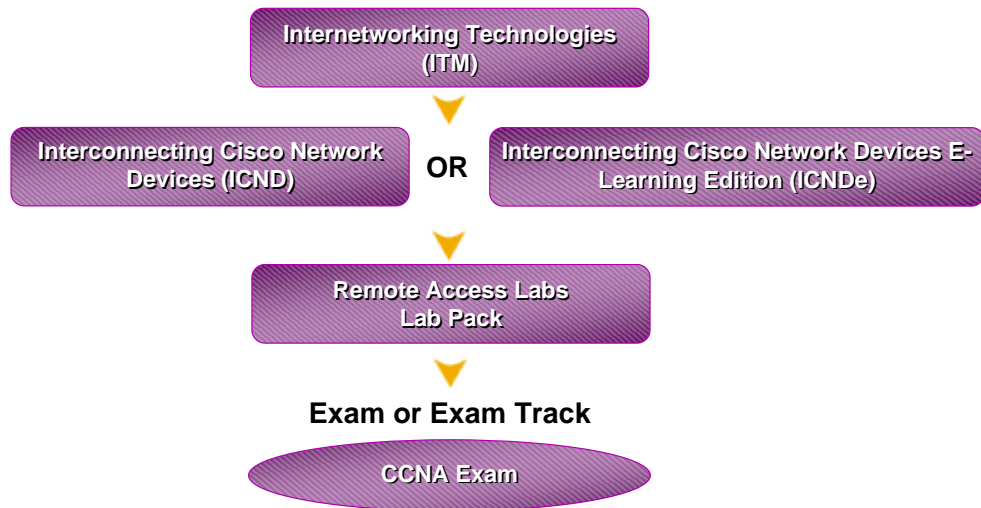


## Exam or Exam Track

CCNA Exam

# Enhanced Learning Tracks

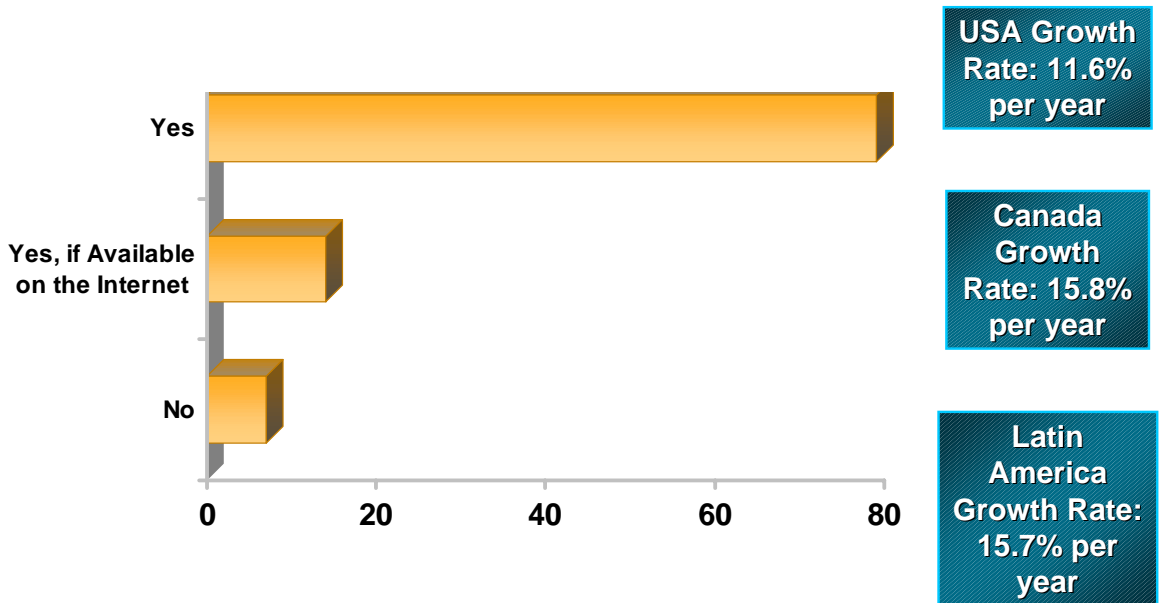
## Recommended Training



# Remote Access Labs

The screenshot shows the vLab Console interface for a lab session titled '1006. IP Subnetting Lab'. The interface includes a 'Logout' button, 'Return to Locker' link, and 'vLab Controls' with buttons for 'Next', 'Save', 'Load', 'Quit Break', and 'Exit Console'. A 'Time Remaining' of 052:47 is displayed. The 'Lab Information' section includes links for 'Instructions' and 'Scenario & Assignments'. A network diagram shows three routers: Router 1 at the top, Router 2 at the bottom left, and Router 3 at the bottom right. Router 1 is connected to Router 2 via Serial 1 (DCE) and Router 2 to Router 3 via Serial 1 (DCE). Router 1 is also connected to Router 3 via Serial 0 (DTE) and Router 3 to Router 1 via Serial 0 (DTE). The bottom of the screenshot shows a Windows taskbar with the URL 'http://192.190.200.136' and the time '5:54 PM'.

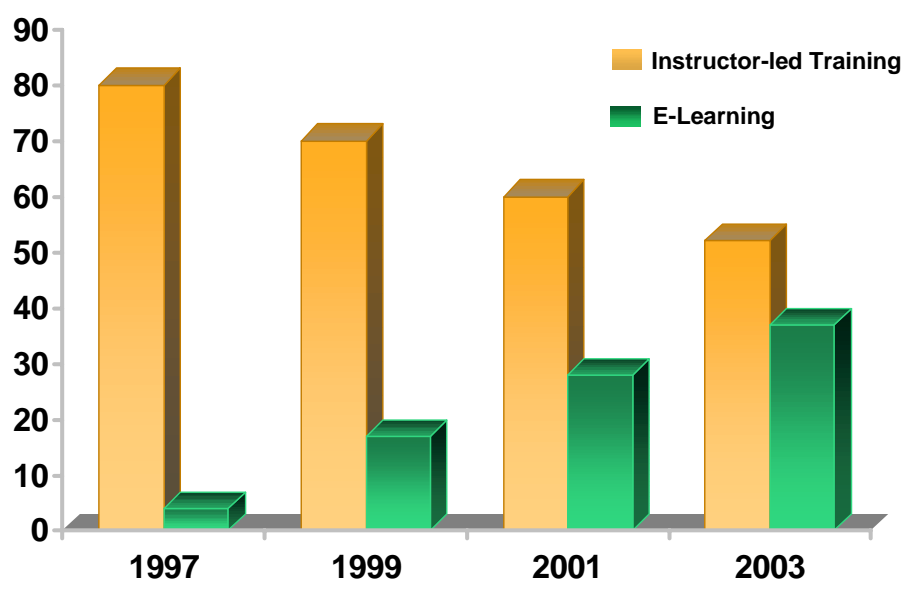
# Training Outside Business Hours



Sources: Gartner Group, IDC  
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# U.S. IT Training Delivery



Source: International Data Corporation, 1999

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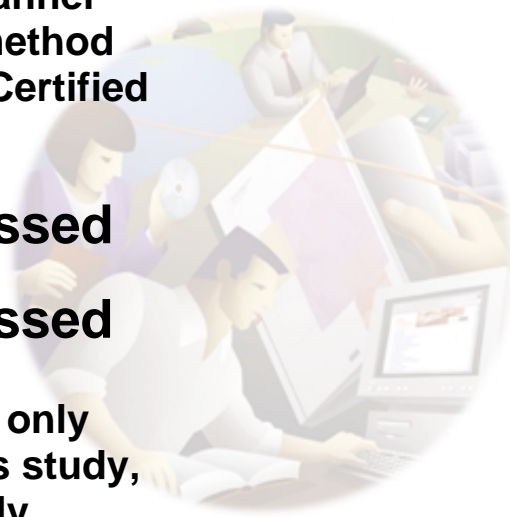
# E-Learning Results

Internal study of 240 Federal Channel Partner employees on training method success rates to achieve Cisco Certified Network Associate (CCNA)

**E-learning 89% passed**

**Instructor-led 80% passed**

Demonstrated that ILT is not the only option for training. Based on this study, students using e-learning actually achieved better results



# Service Provider Curriculum

**Coming**  
**Cisco Career Certification**

**Modular  
Content  
Database**

**Dynamic  
Remote  
Lab**

**Learning  
Partner  
Program**

**Voucher  
Program**

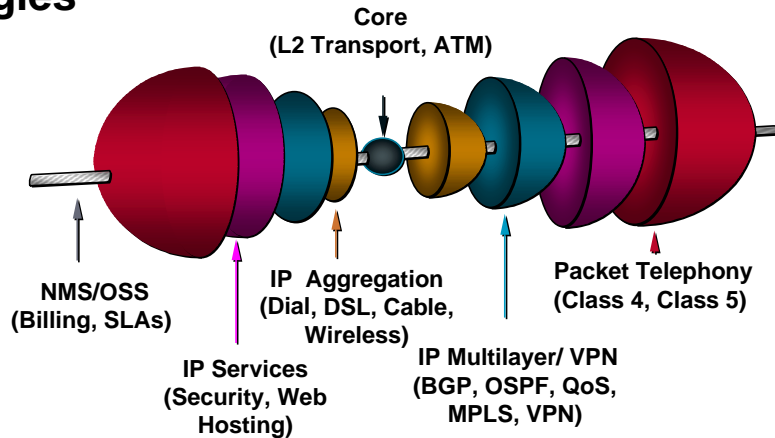
# Service Provider Curriculum

- **Solution training in four technologies**

Transport  
Internet  
Voice  
VPN

- **Three lesson types**

Solution  
Product  
Technology



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# Cisco Learning Partners

- **Meet rigorous contractual standards**
- **Instructors certified by Cisco**
- **Only source of official Cisco recommended training courses for certification**
- **Complete solutions**
- **Specialized Learning Partners**



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# Suite of Choices: CCNA Preparation Sample

- **Two e-learning courses**
  - CCNA Essentials
  - ICND E-Learning Edition
- **Instructor-led training course**
  - Interconnecting Cisco Network Devices
- **Computer-based training**
  - Internetworking Technology CD-ROM
- **Cisco Remote Labs**
- **Cisco Press books**

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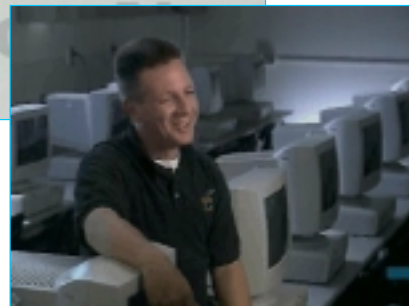
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# Cisco Networking Academy Program

**A comprehensive e-learning system that teaches students how to design, build and maintain networks while giving them hands-on, real-life experience**



[www.cisco.com/warp/public/779/edu/academy/](http://www.cisco.com/warp/public/779/edu/academy/)

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# Training and Certification Web Site

**[www.cisco.com/go/training](http://www.cisco.com/go/training)**

## Exam Registration

### **Step 1 Note exam name and number**

See list on Web site ([www.cisco.com/go/certifications](http://www.cisco.com/go/certifications);  
click exam information, then exam list and outlines)

### **Step 2 Gather personal information**

Legal name, social security or passport ID or Sylvan ID,  
mailing address, phone number, company name,  
e-mail address, payment information (credit card,  
personal check, money order, pre-approved account)

### **Step 3 Call or register on line**

**1-800-829-NETS (6387)-option 2, then 4 for Prometric**  
**OR**  
Online at Prometric web site ([www.2test.com](http://www.2test.com))

# Taking the Exam

## Step 1 Bring your payment

Method of payment: credit card, personal check, money order, pre-approved account or voucher.

Cost: \$100–\$200 US; \$150–\$300 outside US

## Step 2 Bring two photo IDs

## Step 3 Come prepared

# The Learning Solution

**Cisco Certifications and Training Give You or Your Workforce the Ability to Turn Change into an Advantage**





**Introduction to Cisco  
Career Certifications and  
Training**

**Session 2607**

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**Please Complete Your  
Evaluation Form**

**Session 2607**

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# CISCO SYSTEMS



## EMPOWERING THE INTERNET GENERATION<sup>SM</sup>