












## IP Communications Specialization Requirements

<http://cisco.partnerelearning.com/pec/main.asp?Nav=EmpHome&Body=ingtoday%2Easp&Task=1&ObjID=169842>

**Compliance Requirements:** To achieve an IP Communications Specialization, partners must have personnel fulfilling the following job roles: Account Manager, Project Coordinator, System Engineer, Field Engineer 1, Field Engineer 2, and Operations Specialist. One individual may hold two job roles within a specialization and participate in up to two specializations. In addition, all compliance conditions, as listed at [http://www.cisco.com/en/US/partners/pr11/pr66/partners\\_pgm\\_category\\_page.html](http://www.cisco.com/en/US/partners/pr11/pr66/partners_pgm_category_page.html) need to be met.

Job Role	Pre-requisite	Course	Exam
Account Manager	<ul style="list-style-type: none"> <li>•Cisco Sales Expert (#646-201 or #SEO-281)</li> </ul> <b>AND</b> <ul style="list-style-type: none"> <li>•Cisco Services Expert (#SEO-303 or #SEO-279)</li> </ul> <b>OR</b> <ul style="list-style-type: none"> <li>•Cisco Sales Expert (#646-202)</li> </ul>	 Cisco CallManager Express (Module 1)	
			 <b>CallManager Express Sales Exam (#SEO-72)</b>
		 Introduction to IPCC Express	
		 IPCC Express: Packaging, Pricing, Licensing, Ordering and Bid Assurance	
			 <b>Cisco IPCC Express for AMs v1.1 (SEO-88)</b>
		 Cisco Product Solutions Essentials (CPSE) – AMLE – IP Voice and Video 3.0	
			 <b>Account Manager Learning Environment (AMLE) – IP Voice and Video 3.0 (SEO-74)</b>
Field Engineer 1 – Cisco IP Telephony Support Specialist	<ul style="list-style-type: none"> <li>•CCNP</li> </ul> <b>OR</b> <ul style="list-style-type: none"> <li>•CCIE</li> </ul>	 Cisco IP Telephony Part 1 (CIPT1) 4.0	<b>OR</b>
		 Cisco IP Telephony Part 2 (CIPT2) 4.0	<b>OR</b>

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Exam (Red)


Reference Material (Green)


Recommended offerings in Italics

Remote Lab (Purple)

 Stream










 Web based

 Classroom based

 VoD / AoD



# Channel Partner Program – Learning Maps

Job Role	Pre-requisite	Course	Exam			
		 KnowledgeNet EXPRESS – Cisco IP Telephony (CIPT) 3.3	 <b>IP Telephony Exam (CIPT 642-443)</b>			
		 Cisco Voice Over IP (CVOICE) 4.2 <b>OR</b>				
		 KnowledgeNet EXPRESS – Cisco Voice Over IP (CVOICE) 4.2 <b>OR</b>	 <b>Cisco Voice Over IP Exam (CVOICE 642-432)</b>			
		 KnowledgeNet LIVE – Cisco Voice Over IP (CVOICE) 4.2				
		 Implementing Cisco Quality of Service (QOS) 2.1				
				 <b>Quality of Service Exam (QOS 642-642)</b>	 <b>KnowledgeNet LABS – Cisco IP Telephony (CIPT) LabWare 3.3</b>	
				Field Engineer 2		<ul style="list-style-type: none"> <li>• MCSE</li> </ul> <p>AND</p> <ul style="list-style-type: none"> <li>• <a href="#">MCSE: Messaging on Microsoft Windows 2000</a></li> </ul>

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Job Role	Pre-requisite	Course	Exam
	<b>OR</b> <ul style="list-style-type: none"> <li>• <a href="#">MCSE: Messaging on Microsoft Windows 2003</a></li> </ul>	 <b>Customer Response Solutions Deployment (CRSD) 3.0.2</b>	
			 <b>Customer Response Solution 3.0 Exam (CRS 9E0-851)</b>
Operations Specialist – Cisco IP Telephony Operations Specialist	<b>OR</b> <ul style="list-style-type: none"> <li>• CCNA</li> </ul> <b>OR</b> <ul style="list-style-type: none"> <li>• CCNP</li> </ul> <b>OR</b> <ul style="list-style-type: none"> <li>• CCIE</li> </ul>	 IP Telephony Troubleshooting (IPTT) 4.0	
			 <b>IP Telephony Troubleshooting Exam (IPTT 642-424)</b>
			 <b>IP Telephony Troubleshooting Exam (IPTT 642-425)</b>
		 Implementing Cisco Quality of Service (QOS) 2.1	
			 <b>Quality of Service Exam (QOS 642-642)</b>
		 <i>Cisco IP Telephony Part 1 (CIPT1) 4.0</i>	
		 <i>Cisco IP Telephony Part 2 (CIPT2) 4.0</i>	
		 <i>Cisco Voice Over IP (CVOICE) 4.2</i>	
		 <i>KnowledgeNet EXPRESS – Cisco Voice Over IP (CVOICE) 4.2</i>	
Project Coordinator		 IP Communications Steps to Success Exam Prep	

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# Channel Partner Program – Learning Maps

Job Role	Pre-requisite	Course	Exam
			 <b>IP Communications Steps to Success Exam (#SEO-71)</b>
System Engineer – Cisco IP Telephony Design Specialist	<ul style="list-style-type: none"> <li>•CCDA</li> <li><b>OR</b></li> <li>•CCDP</li> </ul>	 IP Telephony Design (IPTD) 1.0	
			 <b>Enterprise Voice Over Data Design (EVODD 642-413)</b>
		 Implementing Cisco Quality of Service (QOS) 2.1	
			 <b>Quality of Service Exam (QOS 642-642)</b>
		 <i>Cisco IP Telephony (CIPT) 3.1</i>	
		 <i>Cisco Voice Over IP (CVOICE) v4.2</i>	
		 <i>KnowledgeNet EXPRESS – Cisco Voice Over IP (CVOICE) 4.2</i>	
		 <i>KnowledgeNet LIVE – Cisco Voice Over IP (CVOICE) 4.2</i>	

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