



## CHAPTER 8

# Training Library

---

## Using the Training Library

On this tab you can find training resources to help you learn more about Cisco Cisco Unified Communications. The training resources are organized by audience:

- [General Training](#) contains links to courses and videos on demand (VODs) for a general audience.
- [Training Available to Partners](#) contains resources for Cisco authorized partners and resellers.
- [Training Available to Cisco Employees](#) contains resources available for internal use only.

These categories list both online and instructor-led courses and downloadable VODs.

## General Training

These Cisco training websites provide training on all Cisco products and technologies and are available to a general audience.

- [Cisco Learning Connection](#)
- [Cisco Unified Communications Simulation Challenge](#)
- [Global Learning Partner Locator](#)

## Quick Learning Modules

Quick learning modules (QLMs) are short e-learning modules that discuss and describe various aspects of Unified Communications systems in 15- to 20-minute timeframes.

View the following QLMs for information on the Cisco Unified Communications system:

- [Cisco Unified Communications System Overview](#)  
This module describes the system release approach, system components, PPDIIO lifecycle, pricing and packaging, and deployment models.
- [Cisco Unified Communications Installing and Upgrading](#)  
This module includes information on the reference architectures, upgrade strategies and planning upgrade steps, and functionality changes that result from an upgrade to Release 5.1(1).

## Modules for the Prepare and Plan Phase

View these e-learning modules for general training on planning Cisco Unified Communications systems. If you do not already have a guest password, you will be prompted to create one.

- [Unified Communications System Overview](#)

This module describes the system release approach. It presents the system components at a high level; describes system bundles, pricing, and services; and outlines the deployment models and migration strategies.

- [Unified Communications System Architecture](#)

These videos describe the purposes and uses of the system architecture components. It details the SRND-recommended deployment models and describes the changes to the deployment models for Cisco Unified CallManager and Cisco Unity. It also covers security and network management recommendations.

- [Part 1: Unified Communications Architecture](#)
- [Part 2: Contact Center Architecture](#)

## Videos for the Implementation Phase

View these videos for general training on implementing Cisco Unified Communications systems.

- [Unified Communications System Install and Upgrade](#)

This group of videos summarizes the system components and illustrates the uses of the reference architectures. They describe preparing and planning for an upgrade; an outline of the upgrade process; and recommendations for efficient upgrading. They also identify functionality changes and special application integration notes.

## Training Available to Partners

Cisco offers a variety of training resources to partners. See these Cisco training websites for training on all Cisco products and technologies:

- [Partner E-Learning Connection](#)
- [Global Learning Partner Locator](#)

## Partner E-Learning Connection Courses

Use the following e-learning modules for information on the Cisco Unified Communications system:

- [Cisco Unified Communications System Overview](#) 

This module describes the system release approach, system components, system bundles, deployment models, and new Cisco Unified Communications 5.1(1) features.

- [Cisco Unified Communications System Installation and Upgrade](#) 

This module describes the system install and upgrade requirements, process, and best practices.

- [Cisco Unified Communications Pricing and Ordering](#) 

This module describes the pricing and ordering methodology, bundles, software subscription model, and how to create a basic design using the Solution Expert application.

## Quick Learning Modules

Quick learning modules (QLMs) are short e-learning modules that discuss and describe various aspects of Unified Communications systems in 15- to 30-minute timeframes.

View the following QLMs for information on the Cisco Unified Communications system:

- [Cisco Unified Communications System Overview](#)  
This module describes the system release approach, system components, PPDIIO lifecycle, pricing and packaging, and deployment models.
- [Cisco Unified Communications Installing and Upgrading](#)  
This module includes information on the reference architectures, upgrade strategies and planning upgrade steps, and functionality changes that result from an upgrade to Release 5.1(1).

## Cisco Learning Partner Courses

Cisco Learning Partners, Cisco Learning Solutions Partners, and their sponsored organizations are the authorized commercial source for Cisco training. These courses are created by Cisco product teams and certified Cisco instructors. They are available in instructor-led or live e-learning lab-based formats as well as custom online learning options. For a list of Cisco Unified Communications and other related courses, see the following URL:

[http://www.cisco.com/web/learning/le31/le29/learning\\_recommended\\_training0900aecd800d8552.html](http://www.cisco.com/web/learning/le31/le29/learning_recommended_training0900aecd800d8552.html)

## Cisco Unified Communications Courses

This section contains descriptions of Cisco Unified Communications courses for account managers, systems engineers, and other sales personnel.

### ASPIRE Cisco Unified Communications Workshops

- [Cisco Unified Communications ASPIRE!™ Workshop](#)  
This workshop is designed for account managers, product sales specialists, systems engineers, and sales management personnel who want to understand how to better position the business value of the Cisco Unified Communications release and its new capabilities with an executive-level audience outside the IT organization. Click the course name above for a full course description and information on how to register.
- [Cisco Unified Communications WIIFY!™ Workshop](#)  
This workshop is designed for account managers, product sales specialists, systems engineers, and sales management personnel who have previously participated in the two-day Cisco Unified Communications ASPIRE!™ Workshop and who would like to reinforce those consultative selling concepts in the context of the new capabilities delivered as part of the Cisco Unified Communications release. Click the course name above for a full course description and information on how to register.

### ANI Cisco Unified Communications Courses

- [Cisco Unified Communications Deep Dive Application Selling](#)

The challenge for the Cisco and partner account teams is to understand the relationship between technology solutions, business processes, and keys to customer business success. The Cisco Unified Communications portfolio provides structure and intelligence to business communications, enabling organizations to streamline and integrate their communications more closely with business processes, making them more competitive in their market. Cisco Unified Communications Deep Dive Application Selling teaches the account manager how to become the critical link between customer issues and Cisco solutions by recognizing the critical success factors of customer stakeholders and relating the Cisco Unified Communications solutions to the achievement of these factors. Click the course name above for a full course description and information on how to register.

- [Unified Communications Advanced Selling](#)

While knowledge of the technical aspects, features, and functions of products is important, positioning the business benefits of solutions is what really wins campaigns. Cisco Unified Communications Advanced Selling takes the account manager from technical knowledge to effective positioning and business application. The course leverages the account manager's existing understanding of the Cisco IP telephony portfolio to position Cisco Unified Communications as a compelling differentiator essential to businesses as they confront the business challenges of today and well into the future. Click the course name above for a full course description and information on how to register.

## Training Videos for Cisco Unified Communications System


For a list of training and VODs, see the following URL. These training videos require a partner login.

[http://www.cisco.com/web/partners/sell/technology/ipc/announcements/unified\\_communications\\_system\\_6\\_launch.html#training](http://www.cisco.com/web/partners/sell/technology/ipc/announcements/unified_communications_system_6_launch.html#training)

## Training Available to Cisco Employees

Cisco offers a variety of training resources to employees. These Cisco training websites provide training on all Cisco products and technologies:

- [Partner E-Learning Connection](#)
- [Learning Locator Course List](#)

The [Unified Communications System Launch](#)  page contains links to numerous learning resources and VODs