

Red Hat Partner Training Portal

User Guide

This guide is designed to help you understand the overall process of choosing, enrolling in, and taking training in the Red Hat Partner Training portal. The offerings help to ensure that partners are trained according to their role: seller, technical seller, delivery specialist, developer or support engineer.

The training offerings build upon core product and use-case information to ensure partners' ability to:

- Validate critical sales, technical, and delivery skills efficiently and increase sales.
- Handle objections and position Red Hat solutions successfully against the competition.
- Address unique customer needs and solve customer challenges.
- Deliver Red Hat related services with confidence.

Access The System

You can access the Red Hat Partner Training Portal from within [Red Hat Partner Connect](#).

- Log into Red Hat Partner Connect.
- Click the **Start learning today** button

Profile Preferences

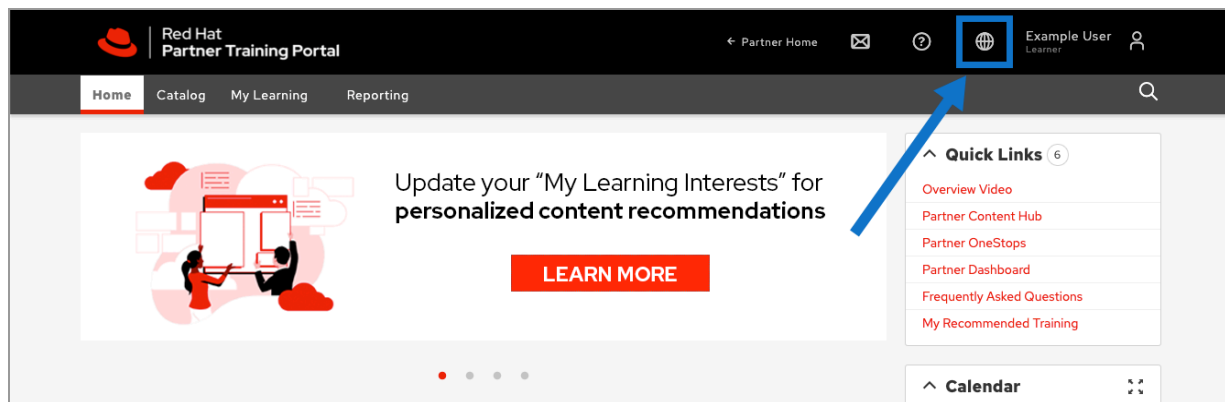
Preferred language and time zone

Language and time zone are initially set based on information from your Red Hat Partner Connect partner profile. When available, translated courses are provided in your preferred language. If no translated content is available, the default English version will display.

If you want to change these settings:

Select the **Languages** icon from the upper right menu bar.

- Select **Language** from the drop-down menu and then select the desired language.
- Select **Timezone** from the drop down menu and then select the desired time zone.



My Learning Interests

You will find a “My Learning Interests” survey via the user profile menu in the upper right corner.

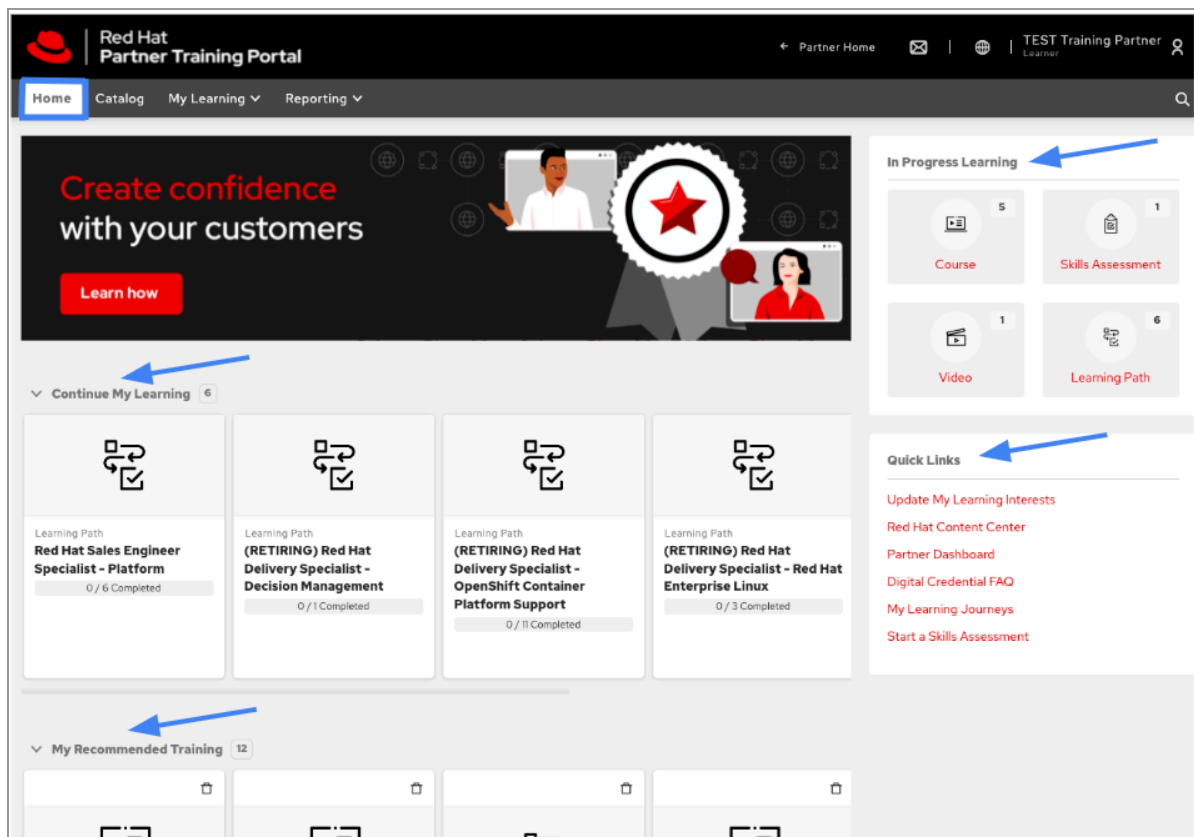
- You can receive a **monthly curriculum report** in your email inbox by responding “yes” to the first question: “Would you like to receive updates on the newest content available to Red Hat Partners?”. This monthly digest contains everything that has launched in the last month organized by training type. The report also includes a direct link to each piece of content, what role the content is relevant for, and what products are included in that content.
- After filling out the survey, you will be provided a more personalized learning experience in the Partner Training Portal like **recommended training** on the home page or email notifications in regards to **new training offerings** relevant to your role and interests.



Home page

Your personalized overview

This landing page shows banners with latest updates, channels to stay up to date with the hottest Red Hat trends, your personal learning status information as well as training recommendations and quick links.



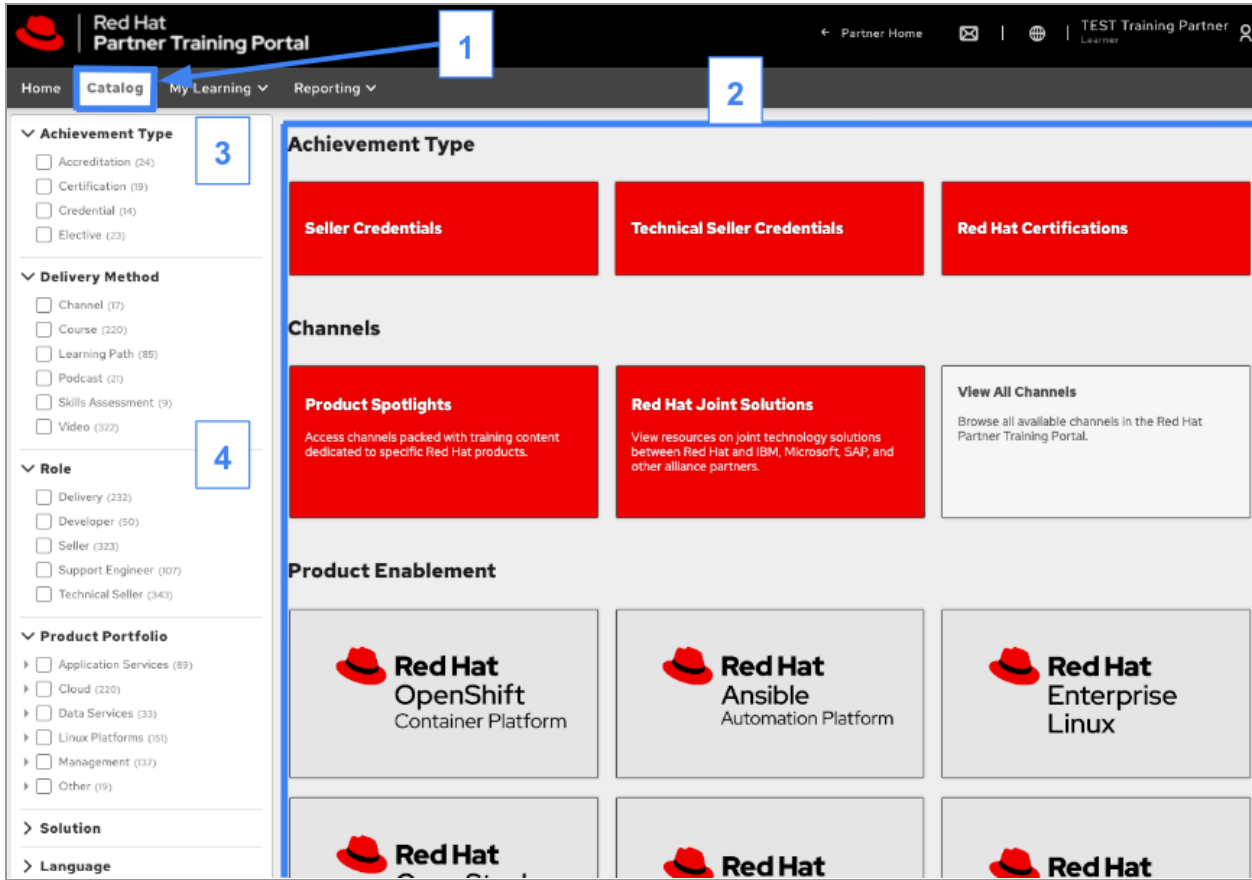
Catalog

Find and enroll in training

All available training items can be found in the catalog and are categorized by achievement type, delivery method, role, and product portfolio.

1. Click the **Catalog** menu option to access the Catalog and view available training.
2. Click one of the **theme tiles** from the landing page [or](#)
3. Select from the left hand **category menu** to filter training by
 - **Achievement Type:** Red Hat business partners must achieve and maintain certain credentials and certifications to keep their partner status. Both certifications and credentials include [digital Credly badges](#) which now allow partners to showcase their skills earned with Red Hat. A digital badge is a valuable way to share your knowledge and expertise with your professional networks and promote career growth.
 - **Certification:** A defined learning path which includes a set of courses that prepare for a certification exam. The certification can be earned once the exam has been passed. Red Hat Certifications are industry-recognized and the required skill validation for delivery roles.
 - **Credential:** A defined learning path that results in a credential. Credentials are the required skill validation for seller and technical seller roles.
 - **Elective:** Optional learning paths that partners can select based on their interests and objectives.
 - **Delivery method**
 - **Channel:** A collection of mostly podcasts, videos and reference material specific to either a product, market, industry type or Red Hat and partner joint solution.
 - **Course:** Online, self-paced learning ranging from sales-focused courses that average 30 minutes in length, to in-depth technical learning with hands-on lab environments. Most courses are included in the learning paths to complete certifications, credentials or electives.
 - **Learning Path:** A defined set of courses (and certification exam for certification learning paths). All achievements (e.g. credentials) are obtained by completing the respective learning paths.
 - **Podcast:** A collection of audio files focusing on Red Hat tech updates. Some podcasts can also be found in channels.
 - **Video:** Recorded video content. Can include short microlearning modules, recorded webinars and product updates.
 - **Role:** An option to further filter by these role types:
 - Delivery (e.g. consultants, architects)
 - Developer
 - Seller (e.g. account managers)
 - Support Engineer
 - Technical Seller (e.g. solution architects, sales engineers)
 - **Product Portfolio:** Filter based on a particular Red Hat product of interest.
 - **Solution:** Filter based on solutions which align to Red Hat offerings.
 - **Language:** Filter based on language. Note that not all training items are available in all listed languages.

4. To further filter your results, combine multiple filters from the left hand menu.
5. Click **Enroll** or **Launch** next to the training item that you want to complete.
6. After enrollment, the item will appear on your homepage for easy access.



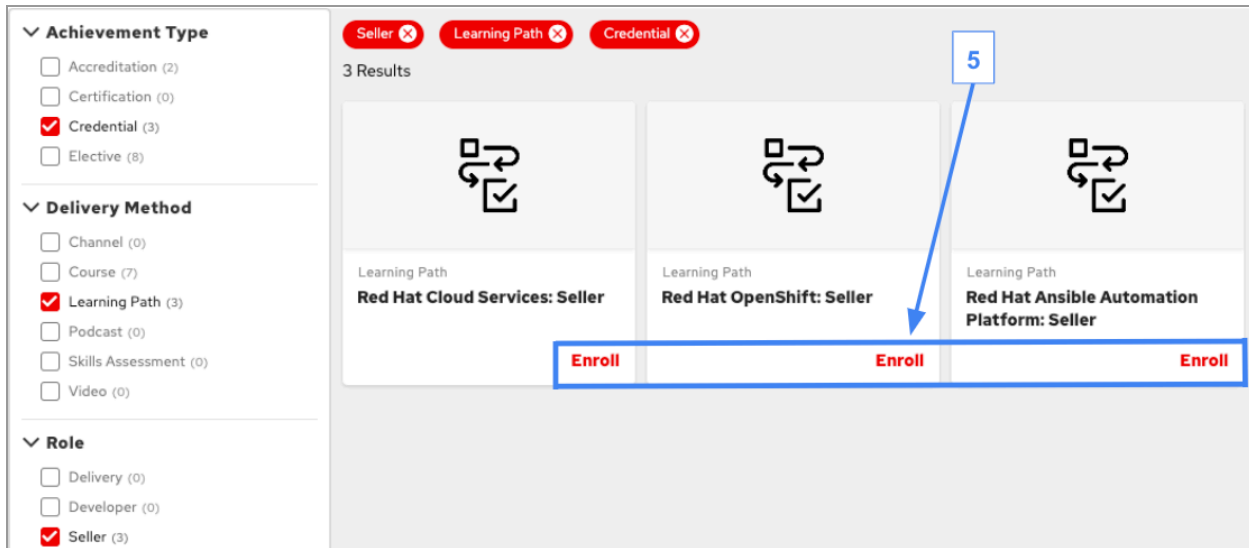
The screenshot displays the Red Hat Partner Training Portal interface. The top navigation bar includes the Red Hat logo, the title "Red Hat Partner Training Portal", and user information "TEST Training Partner". The main navigation menu shows "Home", "Catalog" (highlighted with a blue box and a "1" callout), "My Learning", and "Reporting".

The left sidebar contains several filter categories, each with a list of checkboxes and counts:

- Achievement Type** (highlighted with a blue box and a "3" callout):
 - Accreditation (24)
 - Certification (19)
 - Credential (14)
 - Elective (23)
- Delivery Method**:
 - Channel (17)
 - Course (220)
 - Learning Path (85)
 - Podcast (21)
 - Skills Assessment (9)
 - Video (322)
- Role** (highlighted with a blue box and a "4" callout):
 - Delivery (232)
 - Developer (50)
 - Seller (323)
 - Support Engineer (107)
 - Technical Seller (343)
- Product Portfolio**:
 - Application Services (89)
 - Cloud (220)
 - Data Services (33)
 - Linux Platforms (151)
 - Management (137)
 - Other (19)
- Solution**
- Language**

The main content area is titled "Achievement Type" and features a grid of red and grey cards:

- Seller Credentials** (red card)
- Technical Seller Credentials** (red card)
- Red Hat Certifications** (red card)
- Channels** (grey card):
 - Product Spotlights** (red card): Access channels packed with training content dedicated to specific Red Hat products.
 - Red Hat Joint Solutions** (red card): View resources on joint technology solutions between Red Hat and IBM, Microsoft, SAP, and other alliance partners.
 - View All Channels** (grey card): Browse all available channels in the Red Hat Partner Training Portal.
- Product Enablement** (grey card):
 - Red Hat OpenShift Container Platform** (red card)
 - Red Hat Ansible Automation Platform** (red card)
 - Red Hat Enterprise Linux** (red card)



The screenshot displays the Red Hat Partner Training Portal interface. On the left, there are three filter sections: 'Achievement Type' with 'Credential (3)' selected, 'Delivery Method' with 'Learning Path (3)' selected, and 'Role' with 'Seller (3)' selected. The main content area shows '3 Results' for the 'Seller' role. Three learning path cards are visible: 'Red Hat Cloud Services: Seller', 'Red Hat OpenShift: Seller', and 'Red Hat Ansible Automation Platform: Seller'. Each card has an 'Enroll' button at the bottom. A blue box with the number '5' is positioned above the 'Red Hat OpenShift: Seller' card, with a blue arrow pointing to its 'Enroll' button. A blue horizontal bar highlights the 'Enroll' buttons of all three cards.

Assessments & Certification Exams

Assessments in the Red Hat Partner Training Portal are available within many of the online, self-paced courses to ensure that you get the most out of their learning. They help you achieve real, sustained results, evaluate your performance and ensure that you are gaining useful knowledge from the training. Students must earn a passing score to successfully complete the achievement or course. Assessments are on-demand and should be taken in one sitting.

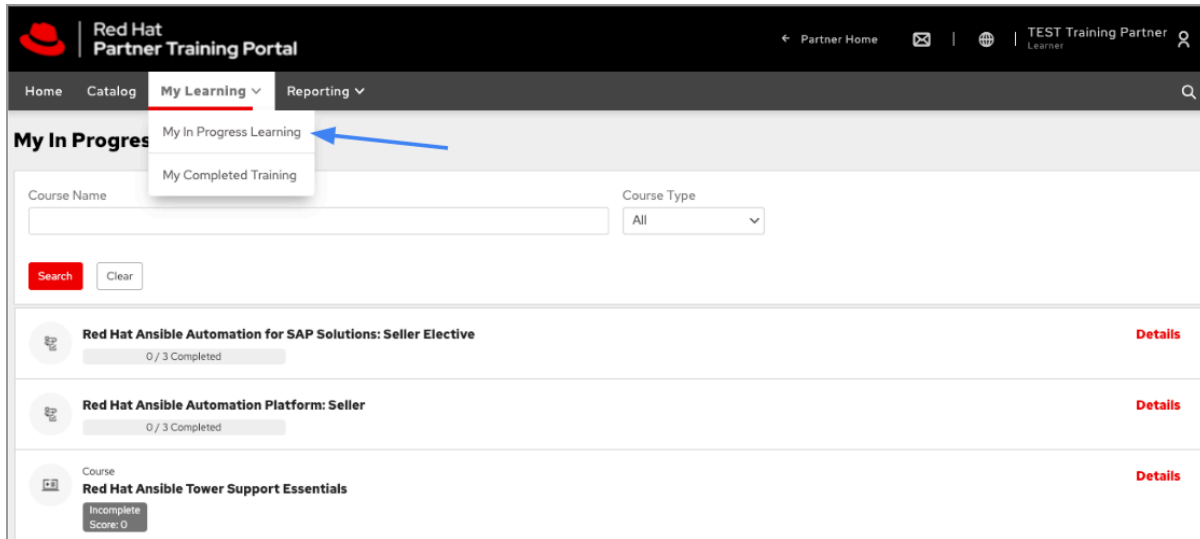
For delivery roles validated through **Red Hat Certifications**, performance-based **exams** can be purchased through [Red Hat Training](#). Exams can also be accessed through both Red Hat Learning Subscription (RHLS) Standard or Premium subscriptions. Exams offered through a RHLS subscription include 5 exams and retakes.

Need a discount? Partner employee discounts are available for Training and Certification offerings - learn more about the discount program [here](#).

My Learning

To view your current in-progress training:

1. Select **My Learning**.
2. Select **My In Progress Learning**.

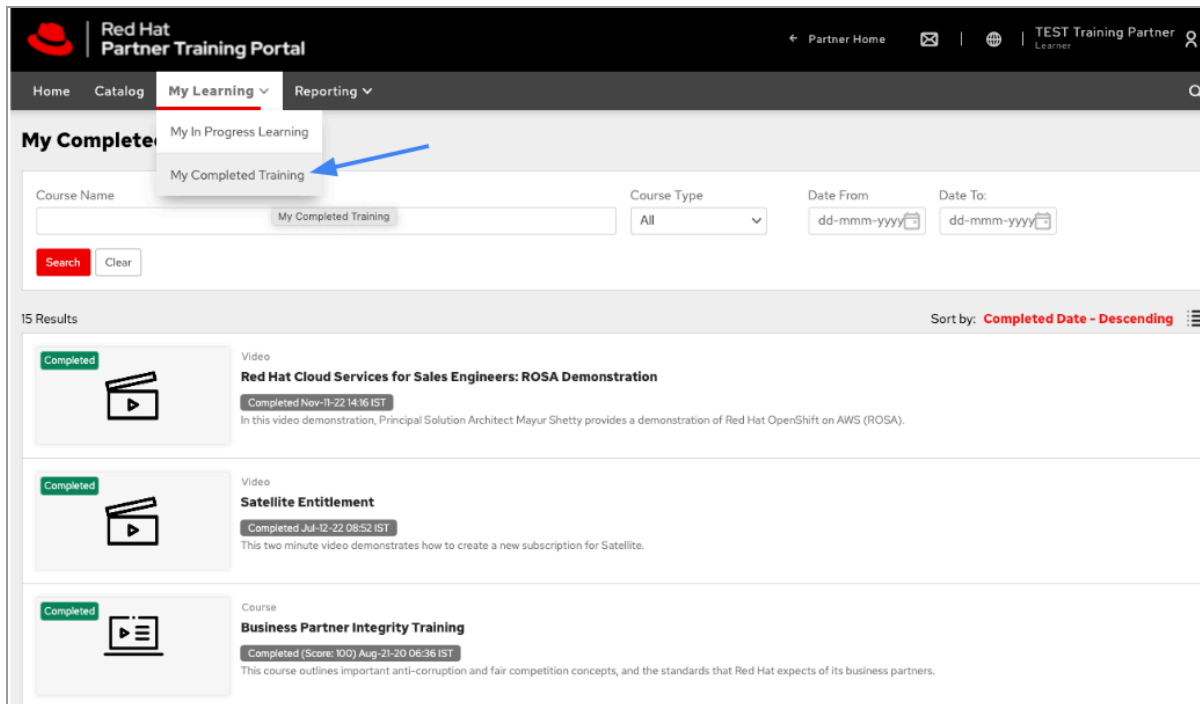


The screenshot shows the Red Hat Partner Training Portal interface. The navigation bar includes 'Home', 'Catalog', 'My Learning', and 'Reporting'. The 'My Learning' dropdown menu is open, with 'My In Progress Learning' selected and highlighted by a blue arrow. Below the menu, there are search filters for 'Course Name' and 'Course Type' (set to 'All'). A 'Search' button is visible. The main content area displays a list of in-progress training items:

- Red Hat Ansible Automation for SAP Solutions: Seller Elective** (0 / 3 Completed) [Details](#)
- Red Hat Ansible Automation Platform: Seller** (0 / 3 Completed) [Details](#)
- Red Hat Ansible Tower Support Essentials** (Incomplete, Score: 0) [Details](#)

To view a list of training that you have completed:

1. Select **My Learning**.
2. Select **My Completed Training**.



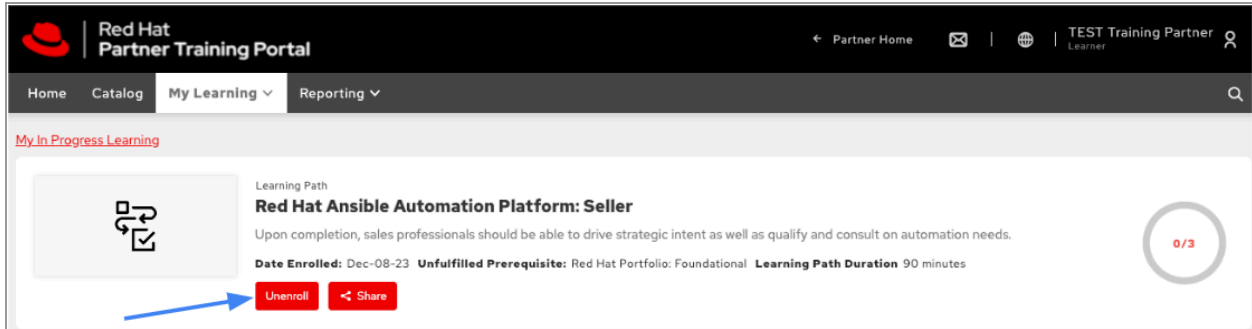
The screenshot shows the Red Hat Partner Training Portal interface. The navigation bar includes 'Home', 'Catalog', 'My Learning', and 'Reporting'. The 'My Learning' dropdown menu is open, with 'My Completed Training' selected and highlighted by a blue arrow. Below the menu, there are search filters for 'Course Name', 'Course Type' (set to 'All'), 'Date From', and 'Date To'. A 'Search' button is visible. The main content area displays a list of completed training items:

15 Results Sort by: **Completed Date - Descending**

- Red Hat Cloud Services for Sales Engineers: ROSA Demonstration** (Completed Nov-17-22 14:16 IST)
In this video demonstration, Principal Solution Architect Mayur Shetty provides a demonstration of Red Hat OpenShift on AWS (ROSA).
- Satellite Entitlement** (Completed Jul-12-22 08:52 IST)
This two minute video demonstrates how to create a new subscription for Satellite.
- Business Partner Integrity Training** (Completed (Score: 100) Aug-21-20 08:36 IST)
This course outlines important anti-corruption and fair competition concepts, and the standards that Red Hat expects of its business partners.

To cancel a training item:

1. Select **My Learning**.
2. Select **My In Progress Learning** or **My Completed Training**.
3. Click the name of the item you want to cancel.
4. Click **Unenroll**.



Red Hat Partner Training Portal

Home Catalog My Learning Reporting

My In Progress Learning

Learning Path
Red Hat Ansible Automation Platform: Seller

Upon completion, sales professionals should be able to drive strategic intent as well as qualify and consult on automation needs.

Date Enrolled: Dec-08-23 Unfulfilled Prerequisite: Red Hat Portfolio: Foundational Learning Path Duration 90 minutes

Unenroll Share

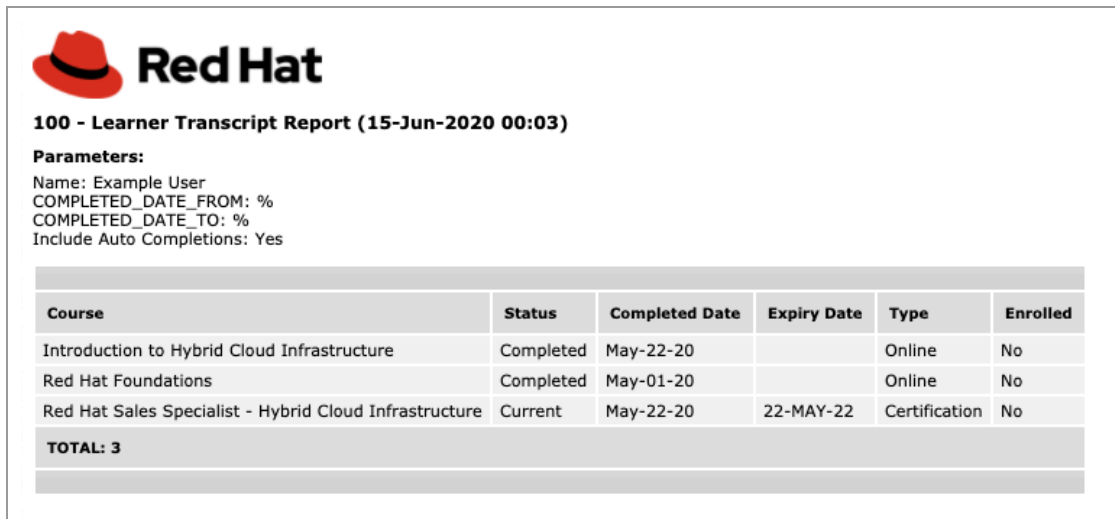
0/3

Reporting

Learner Transcript Report

To access your Training Transcript follow the steps below:

- Select **Reporting** from the menu bar.
- Click **My Reports**.
- Locate **100 - Learner Transcript Report (Default)** and click **Run**.
- Select HTML or PDF format
- Enter a date range in the Completed Date From and To fields to capture completions over a defined time period.
- Click **Run** at the bottom of the page
- If running as a PDF, click **Download** to save and share



Red Hat

100 - Learner Transcript Report (15-Jun-2020 00:03)

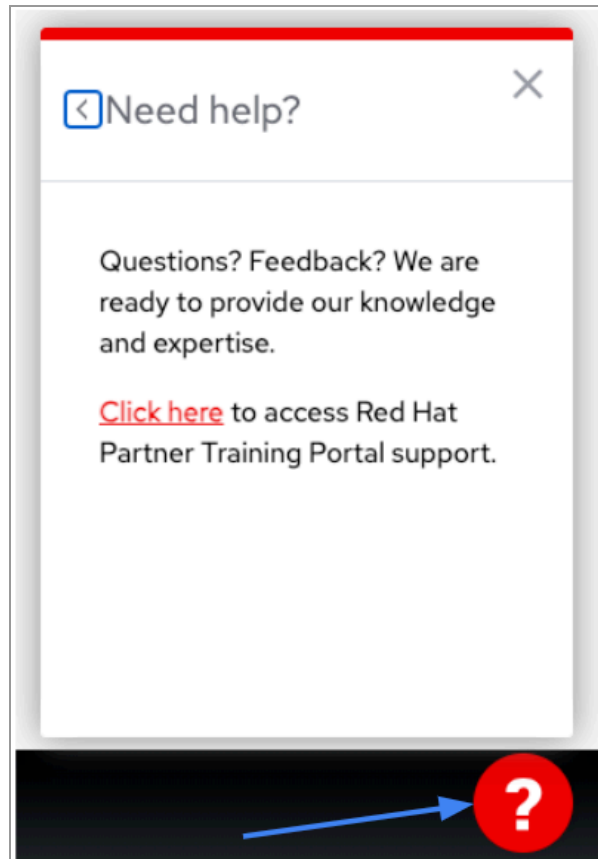
Parameters:

Name: Example User
COMPLETED_DATE_FROM: %
COMPLETED_DATE_TO: %
Include Auto Completions: Yes

Course	Status	Completed Date	Expiry Date	Type	Enrolled
Introduction to Hybrid Cloud Infrastructure	Completed	May-22-20		Online	No
Red Hat Foundations	Completed	May-01-20		Online	No
Red Hat Sales Specialist - Hybrid Cloud Infrastructure	Current	May-22-20	22-MAY-22	Certification	No
TOTAL: 3					

Support options

If you are experiencing any issues on the **Partner Training Portal** or you have questions or feedback, click on the red question mark button in the bottom right corner to contact the [Red Hat Partner Training Portal support](#) team.



When launching a course in one of the **Red Hat Certification learning paths**, you will be redirected to the Red Hat Online Learning platform. Select **Support** in the upper menu bar should you experience any issues.

