

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

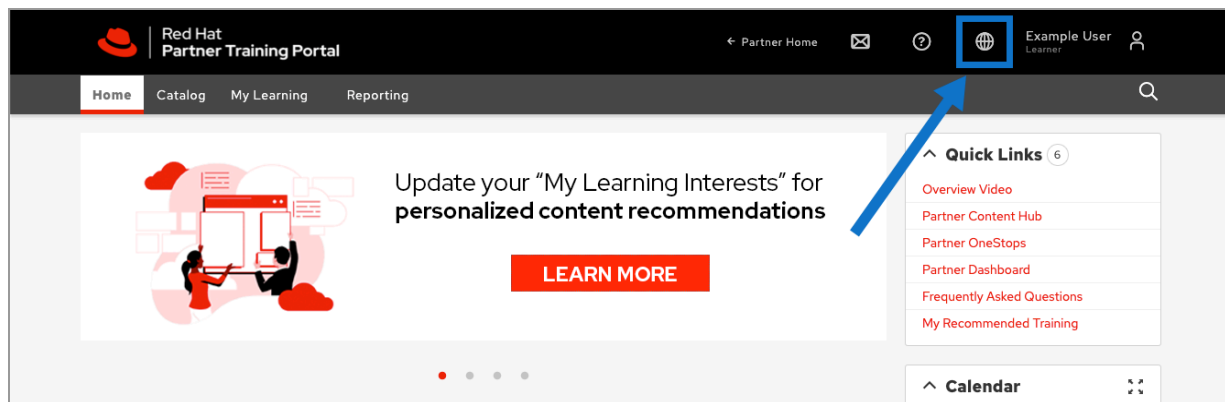
Preferred language and time zone

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.

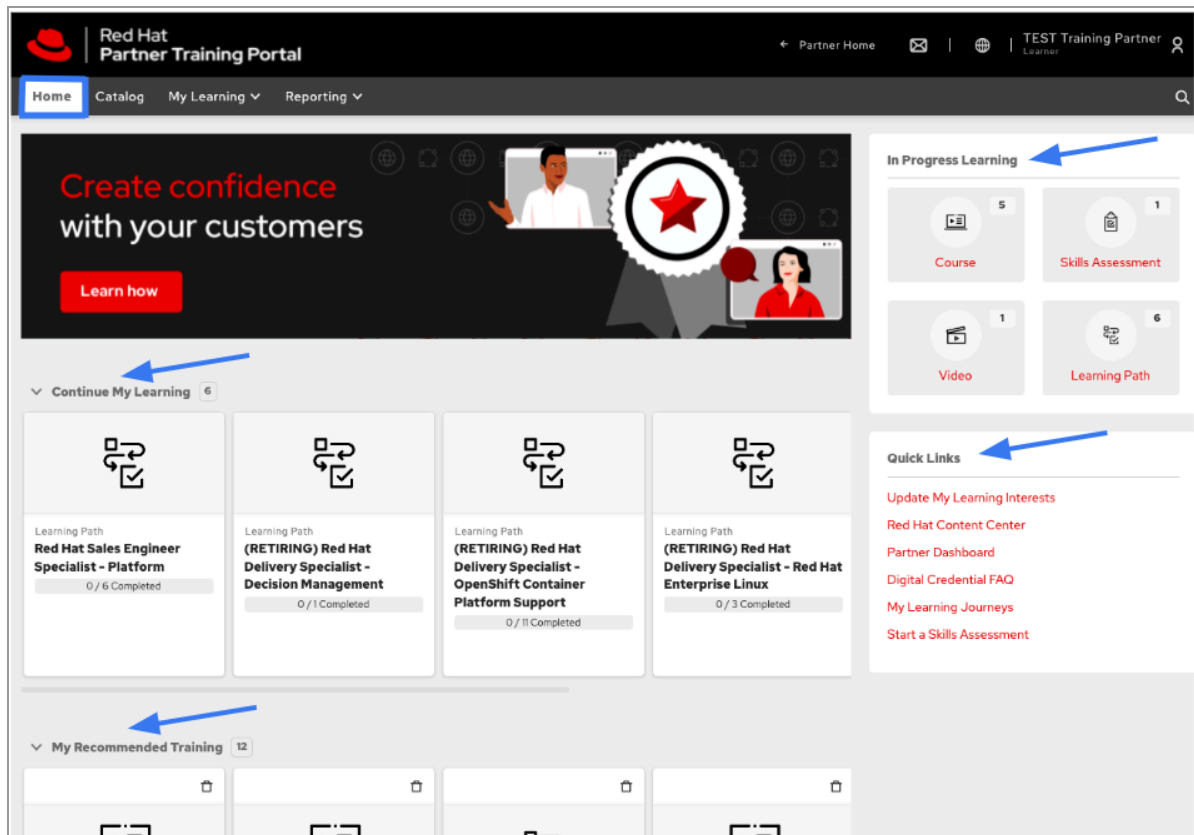
- You can receive a **monthly curriculum report** in your email inbox by responding “yes” to the first question: “Would you like to receive updates on the newest content available to Red Hat Partners?”. This monthly digest contains everything that has launched in the last month organized by training 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.



Home page

Your personalized overview

This landing page shows banners with latest updates, your personal learning status information as well as training recommendations and quick links.



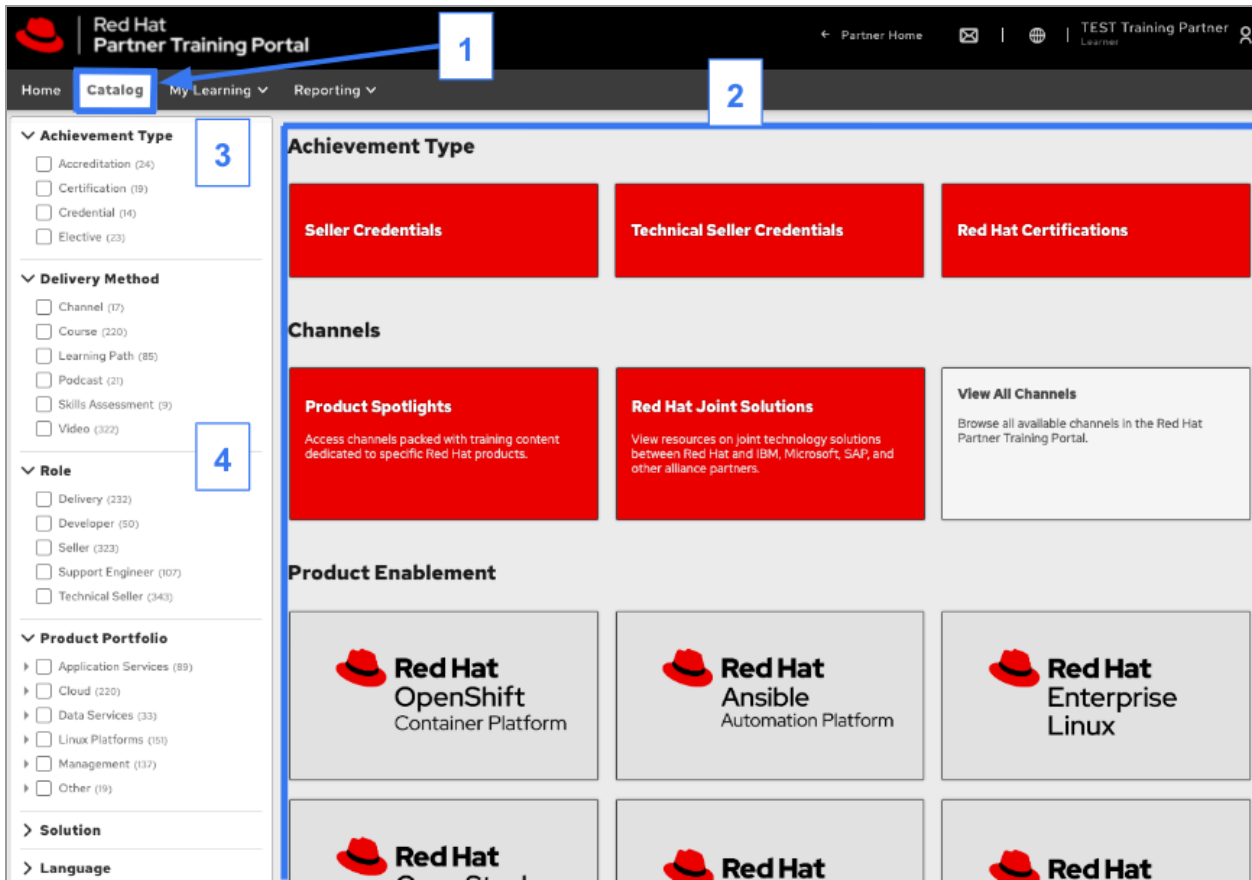
Catalog

Find and enroll in training

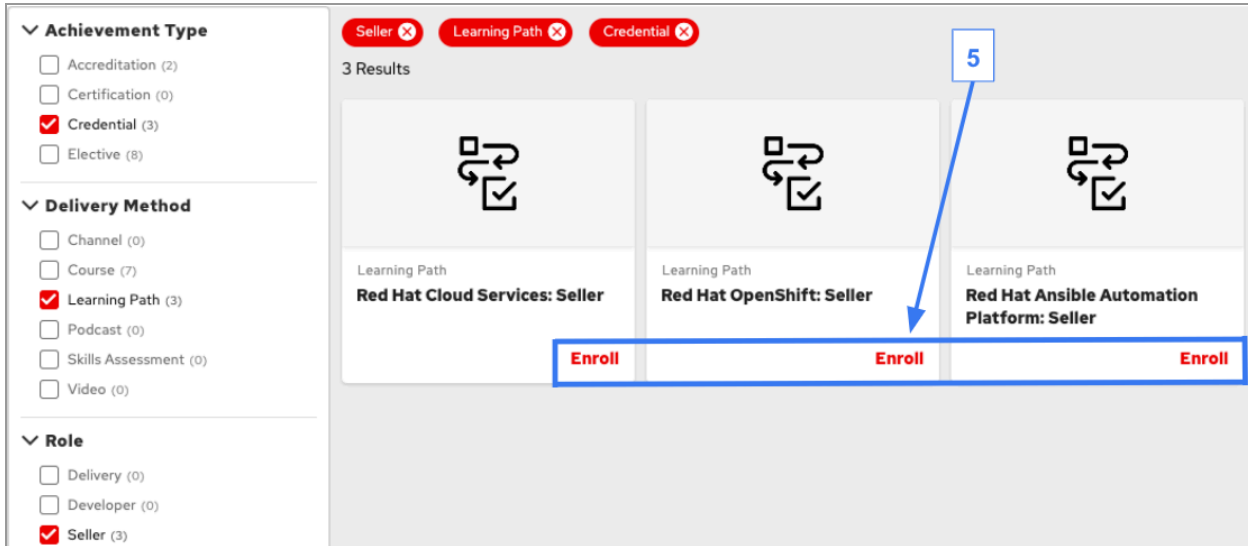
All available training items can be found in the catalog and are categorized by achievement type, delivery method, role, and product portfolio.

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 accreditations/credentials/certifications to keep their partner status. Both certifications and credentials (but not accreditations) 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.
 - **Accreditation:** Accreditations are the legacy achievements earned by completing partner training. Certain (legacy) learning paths result in an accreditation. These are due to retire or have already retired with the upgrade to credentials and certifications. Only the Red Hat Enterprise Linux accreditations are currently still available until new Red Hat Enterprise Linux credentials will be available.
 - **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 have replaced most accreditations in September 2023 and 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 accreditations, 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 shows 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". Below the navigation bar, the "Catalog" tab is selected. The left-hand menu contains several filter categories: Achievement Type, Delivery Method, Role, Product Portfolio, Solution, and Language. The main content area is divided into sections: Achievement Type (with three red boxes for Seller Credentials, Technical Seller Credentials, and Red Hat Certifications), Channels (with three boxes for Product Spotlights, Red Hat Joint Solutions, and View All Channels), and Product Enablement (with three boxes for Red Hat OpenShift Container Platform, Red Hat Ansible Automation Platform, and Red Hat Enterprise Linux). Numbered callouts 1 through 4 highlight specific elements: 1 points to the "Catalog" tab, 2 points to the "My Learning" dropdown, 3 points to the "Achievement Type" filter section, and 4 points to the "Role" filter section.



The screenshot displays the Red Hat Partner Training Portal interface. On the left, there are three filter sections: 'Achievement Type' with options for Accreditation (2), Certification (0), Credential (3), and Elective (8); 'Delivery Method' with options for Channel (0), Course (7), Learning Path (3), Podcast (0), Skills Assessment (0), and Video (0); and 'Role' with options for Delivery (0), Developer (0), and Seller (3). The 'Credential' and 'Learning Path' filters are selected. The main area shows '3 Results' for the 'Seller' role. Three learning path cards are displayed: 'Red Hat Cloud Services: Seller', 'Red Hat OpenShift: Seller', and 'Red Hat Ansible Automation Platform: Seller'. Each card has an 'Enroll' button. 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 box highlights the 'Enroll' buttons for 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.

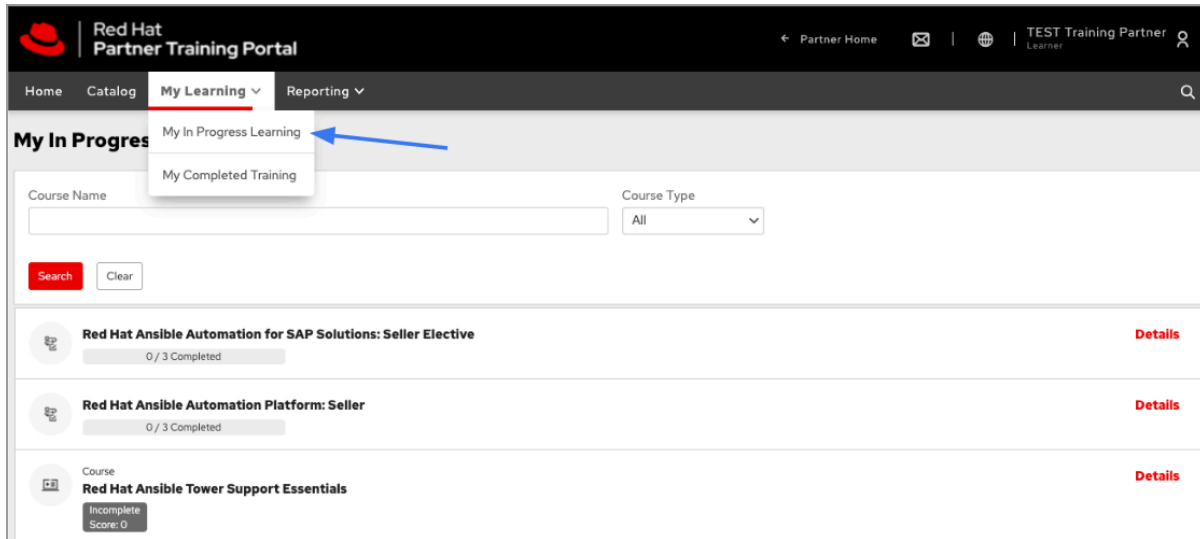
For delivery roles validated through **Red Hat Certifications**, performance-based **exams** can be purchased through [Red Hat Training](#). Exams can also be accessed through both Red Hat Learning Subscription (RHLS) Standard or Premium subscriptions. Exams offered through a RHLS subscription include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

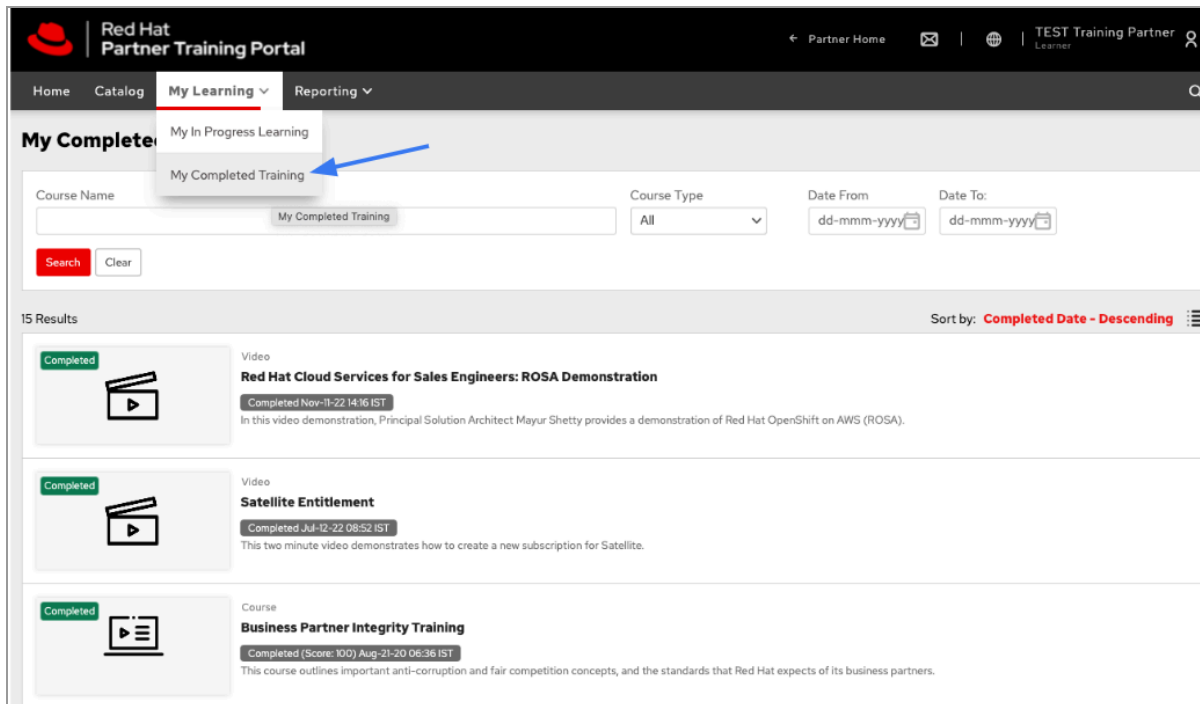


The screenshot shows the Red Hat Partner Training Portal interface. The top navigation bar includes 'Home', 'Catalog', 'My Learning', and 'Reporting'. The 'My Learning' dropdown menu is open, with 'My In Progress Learning' selected and highlighted by a blue arrow. Below the menu, there are search filters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

- 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**.



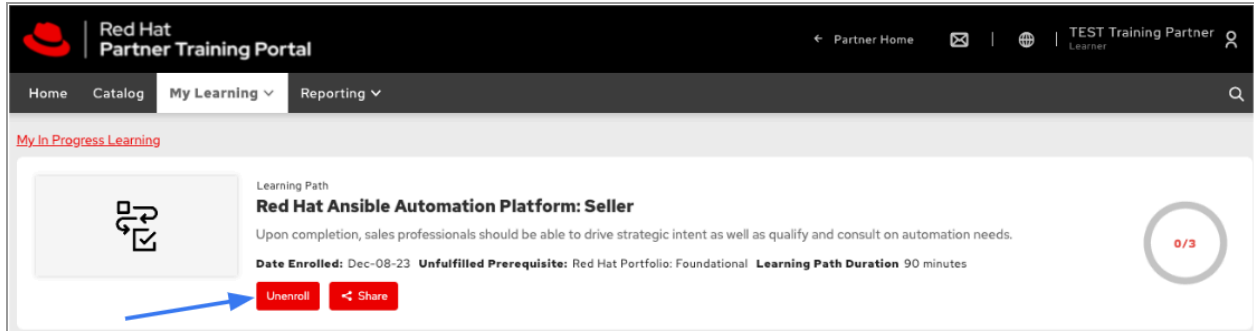
The screenshot shows the Red Hat Partner Training Portal interface. The top navigation bar includes 'Home', 'Catalog', 'My Learning', and 'Reporting'. The 'My Learning' dropdown menu is open, with 'My Completed Training' selected and highlighted by a blue arrow. Below the menu, there are search filters 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 results:

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

- Red Hat Cloud Services for Sales Engineers: ROSA Demonstration** (Video, 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** (Video, Completed Jul-12-22 08:52 IST)
This two minute video demonstrates how to create a new subscription for Satellite.
- Business Partner Integrity Training** (Course, 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

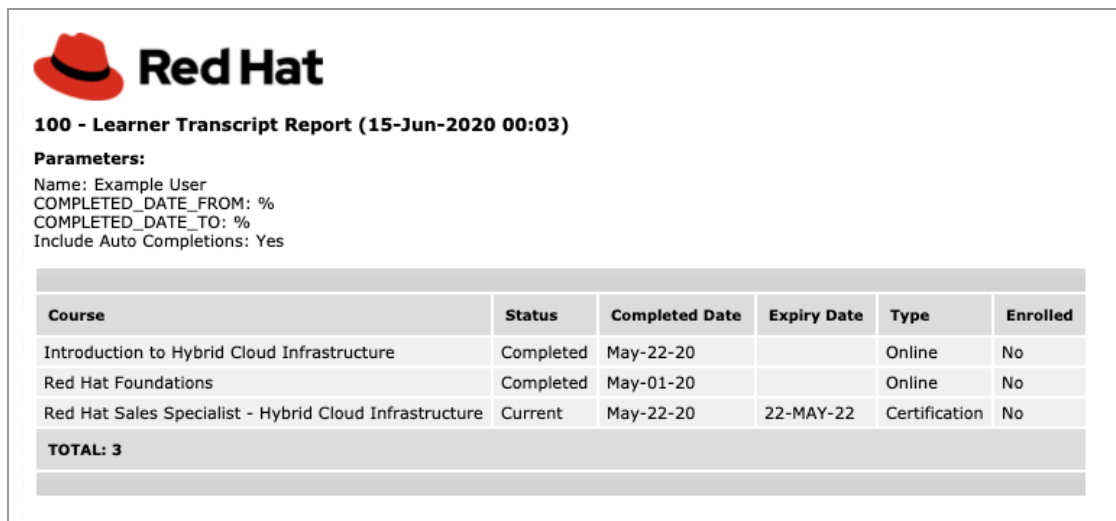
0/3

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

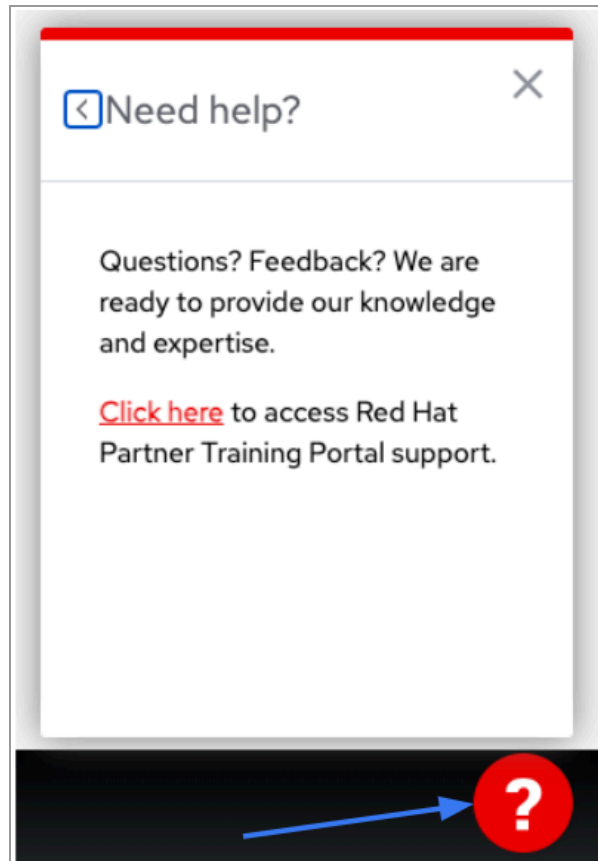
100 - Learner Transcript Report (15-Jun-2020 00:03)

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.

