

Certification Path: Pre Sales Consultant

The **Pre Sales Consultant Certification Path** is aimed at the **Pre Sales** role. The path consists of courses and exams and it assesses earners' knowledge of SYSPRO the company and solution. Additionally, it provides a program specifically covering sales topics, including: **Why Factor Selling**, **The SYSPRO Intro Deck**, **Presenting for Success** and **Target Market Selling** and the tools we provide. It also covers essential SYSPRO product knowledge.

This certification path is designed to provide earners with key facts about SYSPRO the company and the solution as well as the messaging and terminology used. In addition, it provides the foundation for SYSPRO product knowledge.

Certification	Completed in	Estimated Number of days to complete	Number of exams	Number of Assignments	Number of Courses
Level 1	Yr. 1 of PartnerUP program	22	8	1	5
Level 2	Yr. 2 of PartnerUP program	9	3		
Total		26	13	1	5

Certification Path Name	Certification Name	Exam/Course
Pre Sales Consultant	Level 1 – Pre Sales Consultant Certification	<ul style="list-style-type: none"> ▪ SYSPRO Onboarding for Partners Exam ▪ Why Factor Selling Overview ▪ Why Factor Selling ▪ Presenting for Success ▪ The SYSPRO Intro Deck ▪ IDEAL for Sales ▪ Administration Essentials Exam ▪ Distribution Essentials Exam ▪ Manufacturing Essentials Exam ▪ Financial Essentials Exam ▪ Digitalization Essentials Exam ▪ SYSPRO Technical Aware Exam ▪ SYSPRO Facilitation Exam ▪ Assignment - Architecting a Solution
	Level 2 – Pre Sales Consultant Certification	<ul style="list-style-type: none"> ▪ SYSPRO Product Aware Exam ▪ Planning Environments Exam ▪ Exam - Manufacturing Operations Management - Sales
	Upgrade Exam - Level 2 Pre Sales Consultant	<ul style="list-style-type: none"> ▪ Level 2 Pre Sales Consultant Exam

Expiry date: 28th of February 2023