

# Need more Infos ?

Global Learning Services, Online Partner  
Enablement Network, Learning Path, and Q&A

# DESIGNED TO FIT YOUR NEEDS



**RED HAT  
OPEN TRAINING**  
role-specific, self-paced  
training courses



**RED HAT PRODUCT  
DEMO SYSTEM**  
online demos created by  
Red Hat technical experts



**ONLINE TECHNICAL  
LIBRARY**  
easy to use database of  
tagged, searchable  
resources

# ROLES

## Red Hat OPEN



### **SALES**

Value pitch  
Qualification  
Competitive positioning  
Objection handling  
Pricing



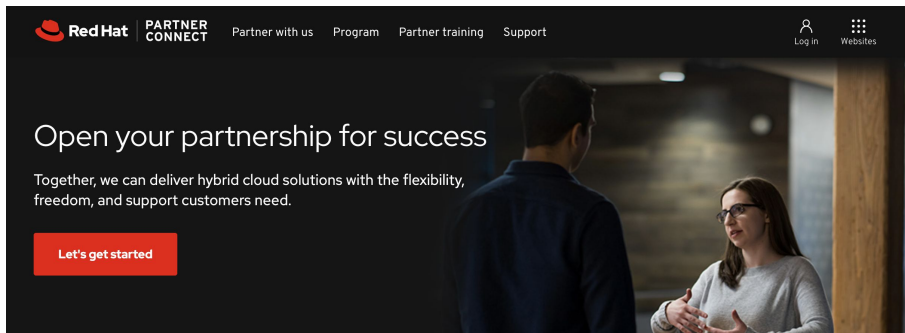
### **SALES ENGINEER**

Technical sales  
Qualification  
Competitive positioning  
Objection handling and pricing  
How-to demo



### **DELIVERY**

Product installation  
App development  
Proof-of-concept delivery  
Solution architecture



## Why you should partner with Red Hat

Whether you want to build and certify software, sell more Red Hat® solutions, or provide high-quality services using innovative technologies, Red Hat's open source approach lays the groundwork to effectively reach your customers—today and beyond.

Explore the programs



Red Hat PARTNER CONNECT Partner with us Program Partner training Support Log in Websites

## Red Hat OPEN training system catalog

Red Hat Online Partner Enablement Network (OPEN) helps partners build skills to generate more sales and enhance customer satisfaction. This training is complimentary for Red Hat Partners.

Browse the catalog of the Red Hat OPEN training system below. This training is complimentary for Red Hat Partners.

**Browse Catalog**

**Delivery Method**

☐ Course ☐ Learning Path

☐ Video

**Advanced** ✓

**Categories**

**IT Challenge**

- Agile Integration
- Cloud-Native Application Development
- Hybrid Cloud Infrastructure
- IT Automation and Management
- IT Optimization

**Role**

Search

IT Challenge

Role

Skill

Specialization

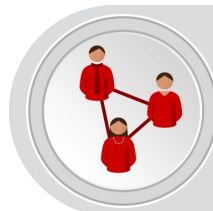
Browse All

# ENHANCE YOUR KNOWLEDGE OF RED HAT WITH RED HAT PRODUCT DEMO SYSTEM

Red Hat OPEN provides partners with access to the Red Hat Product Demo System. Partners can use demos as stand-alone learning exercises or in conjunction with Red Hat OPEN training courses.

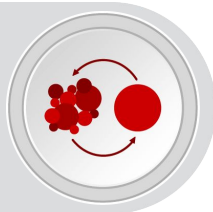
## PRODUCT DEMOS

Observe online product demos by Red Hat Experts



## DEMONSTRATE

Confidently speak to the technical details of Red Hat technologies



## ENHANCE

Learn and practice how to perform demos

## MOBILITY

Online, on-demand system can be anytime, anywhere

# Europe, Middle East, and Africa Red Hat Partner Programs and Development

Let's do something great. Together.



[Enablement](#) > [Trainings](#)

## Trainings

**Thank you for your interest in Red Hat Partner Enablement trainings. Please note: Due to this website being upgraded in March 2020, all existing and new users will need to register for a new user profile at [redhat-partner.com](https://redhat-partner.com).**

Once registered, you can easily log in, manage your profile and register for any new trainings and webinars.

### Red Hat Deep Dive Technical Training – Advanced Deployment with Red Hat Ansible Automation

**Target audience:** Delivery  
**Date(s):** 09 – 13 Mar 20 | Spain  
22 – 26 Jun 20 | Germany

[Details & Registration](#)

### Red Hat Deep Dive Technical Training – Advanced Red Hat OpenShift Container Platform Deployment and Management

**Target audience:** Delivery, Consulting,

[Details & Registration](#)


### General requirements


- These trainings are for Red Hat Partners only!
- All trainings (workshops, sales days, etc.) are available in **ENGLISH ONLY!**
- Any question about your partner status or how to become a Red Hat Partner – get in contact with our partner team.
- Bring your own laptop with a working browser!

### Access to OPEN

Most of the trainings require prerequisites: online courses that have to be enrolled in OPEN (Online Partner Enablement Network). You need to have an active Red Hat Partner Account to access OPEN.

# Global Learning Services

 For safety reasons, we are rebuilding Red Hat Summit into a virtual experience. [Get the details](#)

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**RED HAT TRAINING**  

## All training courses and exams

**POPULAR**

**RED HAT SYSTEM  
ADMINISTRATION I**  
  
RH124  
Provides students with Linux administration "survival skills" by focusing on core administration tasks.  
  
[View course →](#)

**LINUX  
AUTOMATION  
WITH ANSIBLE**  
  
RH294  
Teaches the skills needed to manage large numbers of systems and applications efficiently and consistently.  
  
[View course →](#)

**RED HAT  
LEARNING  
SUBSCRIPTION**  
  
Customize your learning experience with on-demand, unlimited access to our online training resources.  
  
[Find out more →](#)

**FORMATS &  
LOCATIONS**  

- [Ways to train](#)
- [Ways to test](#)
- [Where to train and test](#)

  
[Access your content →](#)



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