

## Redwood City, CA – Partner Training Class Agenda

Day	Time	Hours	Content	Discussion Topics	Goal
Day 1	8:30-9am	0.5	Intro/Review	<ul style="list-style-type: none"> <li>• Make Introductions</li> <li>* Classroom Setup (bathrooms, breakroom, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>▪ SetUp</li> <li>▪ Troubleshoot install issues</li> </ul>
	9am-10pm	1	Mkting	Corticon positioning and value proposition	<ul style="list-style-type: none"> <li>▪ Company, Product, Partner overview &amp; Customer case studies</li> </ul>
	10am-Noon	2	Fun Labs		<ul style="list-style-type: none"> <li>▪ High level discussion of automating decisions</li> </ul>
	12-1pm	1	Lunch	Working lunch	<ul style="list-style-type: none"> <li>▪ Differentiation. Competitive discussion</li> </ul>
	1-1:30	.5	Demo	Skydiver demo	<ul style="list-style-type: none"> <li>▪ As a sales presentation</li> </ul>
	1:30-5pm	3.5	Basic Studio	Corticon Studio - Basic Concepts w/ Hands-on Exercises	<ul style="list-style-type: none"> <li>▪ Understand the Corticon Rule Management Lifecycle</li> <li>▪ Learn how to build and modify Vocabularies</li> <li>▪ Become familiar with Corticon Studio, including Vocabulary, Rule Sets and Sheets, basic syntax of the Corticon Rule Language, and Tests.</li> </ul>
	5-6:30pm	1.5	ST-01	Customer case study	<ul style="list-style-type: none"> <li>▪ Financial or Medical</li> </ul>
Day 2	8:30am-12pm	3.5	Advanced Studio	Corticon Studio - Advanced Concepts w/ Hands-on Exercises	<ul style="list-style-type: none"> <li>▪ Monday review</li> <li>▪ Understand Rule Set and Sheet sequence control</li> <li>▪ Apply advanced testing and troubleshooting techniques</li> <li>▪ Understand and use Scope in the construction of rules</li> <li>▪ Understand collections, aliases, and collection operators</li> </ul>
	12-1pm	1	Lunch	Working lunch	Pricing, working with Sales organization
	1-5pm	4	Advanced Studio	Corticon Studio - Advanced Concepts w/ Hands-on Exercises	<ul style="list-style-type: none"> <li>▪ Understand filters and preconditions</li> <li>▪ Logical Analysis and Optimization (non-overlapping)</li> <li>▪ Become familiar with additional sources of product /user information, including the Corticon technical library, Support Site, Core Sample newsletter, CorticonCertified Program, Training courses, and Help Desk.</li> </ul>
	5:00-6:30	1.5	ST01	Customer Case Study	<ul style="list-style-type: none"> <li>▪ Insurance Underwriting</li> </ul>
	8:30-10:30am	2	Practical	Integrated Exercise	<ul style="list-style-type: none"> <li>▪ Play Collaborator &amp; DDA recordings</li> </ul>
Day 3	10:30am-12pm	1.5	Web Services	Corticon Server Basics	<ul style="list-style-type: none"> <li>▪ Installation and Deployment of Decision Services on a web server</li> </ul>
	12-1pm	1	Lunch	Working lunch	Product Mgmt - Roadmap discussion
	1-5:30pm	4.5	Web Services	Corticon Server Basics	<ul style="list-style-type: none"> <li>▪ Integration and Invocation of Decision Services</li> <li>▪ Configuring Corticon Server</li> </ul>
	5:30-6pm	.5	QA	Q&A, Distribute demo packages, class evaluations, partner enablement packages	<ul style="list-style-type: none"> <li>* Explain what is in the Partner enablement packages</li> <li>* Class Roster</li> <li>* Schedule a webcast for demo delivery (optional)</li> </ul>