



# Program Guide

## Introduction

Join us for this complimentary, 2-week training program to learn how to deliver an AWS CAF envisioning and alignment workshop to drive cloud migration opportunities with your customers. You will also earn our AWS Partner: Sales Accreditation digital badge. This initiative is complimentary for AWS Partners and has no prerequisites.

## Immediate Action Items

- Register for the [Amazon Partner Network \(APN\)](#) using your company email
  - Need help? [Watch a video walk-through](#)
- Sign in to [AWS Skill Builder](#) as an **AWS Partner** using your credentials from above
- Register for (1) of the instructor-led training sessions below, based on your timezone:

Date	Time	Language	Region	Registration Link
September 25	9am – 5pm PT	English	North America	<a href="#">Register</a>
September 26	9am – 5pm CT	English	North America	<a href="#">Register</a>
September 27	9am – 5pm ET	English	North America	<a href="#">Register</a>
September 28	9am – 5pm CT	English	North America	<a href="#">Register</a>

## Detailed Task List

Week	Date	Task	Description	Duration
1	Sep 18-22	<a href="#">AWS Sales Accreditation &amp; CAF Overview Digital Training</a>	Learn the fundamentals of AWS, why Cloud, how to co-sell with AWS, and how to handle common AWS objections. Learn about the CAF at a high level	3 hours
1	Sep 19 8am PT	Program Kick-off	Review all program details and answer any outstanding questions.	1 hour
1	Sep 21 8am PT	CAF Overview Webinar	We will provide an overview of the Cloud Adoption Framework can be used to drive enterprise level cloud adoption at end customers	1 hour
2	Sep 25-29	PSO: Cloud Adoption Framework	Attend 1-Day Instructor-Led Training (see table above)	8 hours