

## SuiteWeek

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Since its beginning, NetSuite has been invested in the growth of its Partner ecosystem, recognizing the importance of bringing NetSuite knowledge to new practitioners. The NetSuite Enablement Team uses its Destination SuiteLife classes to accelerate new partner onboarding globally. A key component of Destination SuiteLife is SuiteWeek - training that takes partners from rookie to revenue quickly.

SuiteWeek is tailored for rapidly onboarding new – to NetSuite Sales and Business development staff. Attendees will learn messaging, industry and product background, negotiation skills, go-to-market strategy, systems excellence and will go through a simulated sales cycle. This active, hands-on training will give partner practitioners the best methods to be successful in selling NetSuite. As part of this learning experience, there is crucial pre-work via easy-to consume on demand e-learning. The e-learning curriculum includes context on NetSuite's go to market strategy and additional methodology that can be consumed as your schedule allows.

Upon completion of SuiteWeek, you will be armed with the tools necessary to succeed and a variety of support options and learning paths.

Current Global SuiteWeek schedule can be found [HERE](#)

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### Program Learning objectives

Below are the 4 core learning objectives of the Destination SuiteLife SuiteWeek program.



## Partner Benefits of Attending SuiteWeek

The SuiteLife team's goal is to ensure Partners have the tools to succeed and accelerate their business efficiently and productively.



### Role best suited for class



SuiteWeek is perfect for any Partner resource in the Sales, Bus-Dev, or Co-selling role. These individuals come away with an understanding of NetSuite's market opportunity and skills for prospecting, qualifying, and selling and have a little fun with some of the best NetSuite employees who will be learning right alongside them.

## SuiteWeek Context: Partner Attendee milestones



### SuiteWeek Prework

Below is an overview of what's included in the prework that Partners are expected to complete before SuiteWeek.

Course name: SuiteLife SuiteWeek Prework:

Course Modules	Description	Duration
Personas & Leading Practices	Leading Practices: Introduction, Leading Practices: Order to Cash, Leading Practices: Procure to Pay, Leading Practices: Item Management, Leading Practices: Record to Report	48 min
NetSuite Messaging	Customer Engagement Model Overview, History of Netsuite	22 min
SuiteSuccess	SuiteSuccess Introduction & Overview, Financial & Accounting, Leading to Estimate, Order to Cash, Procure to Pay, Item Management	30 min
Sales Skills	Credentializing, Active Listening	32 min

#### Total Duration

~2 hours 12 mins

## Prep Call

The Prep Call will confirm access to all the systems SuiteWeek will employ, address any questions leading up to SuiteWeek and cover expectations regarding pre-work and class participation. The Prep Call takes place roughly 1-2 weeks before SuiteWeek.

Partners are highly encouraged to join this Prep Call. If partners are unable to attend due to a conflict, we will either schedule another call with them and/or send them a PDF with a recap of their action items.

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## SuiteWeek Class Requirements for Class Certificate

In order for Partners to receive a completion certificate, they must: attend all required sessions, participate in training activities, and complete homework assignments.

The certificate email is sent within one week of class completion.

