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| **Course:** | Demo and Delivery Week |
| **Language:** | English |
| **Class Dates and Times:** | *Thursday*, July 18th to *Wednesday*, July 24th 2024<br>8:30am – 4pm London time<br>9:30am – 5pm Central European Time |
| **Focus Region:** | This class is specifically for Partners based in EMEA. |
| **Agenda:** | The Demo & Delivery class is a blend of all of the most important practices and skills that you need to acquire whether your role is that of a Pre-Sales/Solution Consultant or an Implementation Consultant.<br><br>**Demo Track Highlights Include:**<br>Pre-Sales Motion<br>Demo Excellence<br>Demo Best Practices<br>Leading Practices<br>Technical Overview<br>Pulling it all Together<br><br>**Delivery Track Highlights Include:**<br>How to Implement<br>Project Kick-off<br>Bundle Deployment<br>Personalization & Customization<br>Data Migration<br>Go Live & Project Close |
| **Pre-work** | You must complete the required pre-work in the Learning Portal before attending class (refer to your class confirmation email for details). |
| **Pre-Class Check-in Session** | **It is mandatory that each attendee join a pre-class check-in session**, to ensure you are fully prepared for your class. In the session your class facilitators will:<br>• Explain all of the logistics in order to make the class a success for all delegates.<br>• Ensure that you have access to all the resources and tools you will need for the class<br>• Answer any questions you may have about the pre-work |
| **Zoom** | Watch your inbox for Zoom invitations:<br>• Check-In session invitation will be sent approximately two weeks before class<br>• Class invitation will be sent after Check-in session<br>• The Zoom meeting will be open 15 minutes in advance of the official start time, should you wish to test your Zoom settings ahead of the class start.<br>• Oracle policy prohibits the use of 3rd party note-taking/recording software (AI included) |