

# Channel Partner Training Schedule

1st Quarter 2012

Resident Classes	Course No.	Duration (In Days)	Jan 2 - 6	Jan 9 - 13	Jan 16 - 20	Jan 23 - 27	Jan 30 - Feb 3	Feb 6 - 10	Feb 13 - 17	Feb 20 - 24	Feb 27 - Mar 2	Mar 5 - 9	Mar 12 - 16	Mar 19 - 23	Mar 26 - 30
<b>PCR Sales Associate</b>															
Dealer New Hire Academy	DLR123	3.5										T - F			
<b>PCR Sales Professional</b>															
Professional Sales Academy	DSL2300	2.5												T - TH	
<b>PCR Sales Master</b>															
Negotiating Workshop	DLR872	1													
Presenting for Results	DLR606	1													
<b>Manufacturer's Representative (MR)</b>															
Selling to State & Local Governments	MSL0301	2.5													
MR Project Manager Academy	MPL0301	2.5													
MR Engineering Academy	MEL0301	2.5													
<b>Other Training</b>															
Sales Management Academy	AAL2200	2.5													
Dealer Marketing Academy	DAL2200	2													

Field Classes	Course No.	Duration (In Days)	Jan 2 - 6	Jan 9 - 13	Jan 16 - 20	Jan 23 - 27	Jan 30 - Feb 3	Feb 6 - 10	Feb 13 - 17	Feb 20 - 24	Feb 27 - Mar 2	Mar 5 - 9	Mar 12 - 16	Mar 19 - 23	Mar 26 - 30
<b>PCR Sales Associate</b>															
Dealer New Hire Academy	DLR123	4.5													
<b>PCR Sales Professional</b>															
Professional Sales Academy	DSL2300	2.5					M - W						M - W		
<b>PCR Sales Master</b>															
Negotiating Workshop	DLR872	1								TH					
Presenting for Results	DLR606	1								W					
<b>Manufacturer's Representative (MR)</b>															
Selling to State & Local Governments	MSL0301	2.5													
MR Project Manager Academy	MPL0301	2.5													
MR Engineering Academy	MEL0301	2.5													
<b>Other Training</b>															
Sales Management Academy	AAL2200	2.5													
Dealer Marketing Academy	DAL2200	2													

1st Quarter 2012

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# Channel Partner Training Schedule

2nd Quarter 2012

Resident Classes			Course No.	Duration (In Days)	Apr 2 - 6	Apr 9 - 13	Apr 16 - 20	Apr 23 - 27	Apr 30 - May 4	May 7 - 11	May 14 - 18	May 21 - 25	May 28 - June 1	June 4 - 8	June 11 - 15	June 18 - 22	June 25 - 29
<b>PCR Sales Associate</b>																	
Dealer New Hire Academy	DLR123	3.5									T - F						
<b>PCR Sales Professional</b>																	
Professional Sales Academy	DSL2300	2.5															
<b>PCR Sales Master</b>																	
Negotiating Workshop	DLR872	1														W	
Presenting for Results	DLR606	1														T	
<b>Manufacturer's Representative (MR)</b>																	
Selling to State & Local Governments	MSL0301	2.5		T - TH													
MR Project Manager Academy	MPL0301	2.5															
MR Engineering Academy	MEL0301	2.5		T - TH													
<b>Other Training</b>																	
Sales Management Academy	AAL2200	2.5						T - TH									
Dealer Marketing Academy	DAL2200	2															

Field Classes			Course No.	Duration (In Days)	Apr 2 - 6	Apr 9 - 13	Apr 16 - 20	Apr 23 - 27	Apr 30 - May 4	May 7 - 11	May 14 - 18	May 21 - 25	May 28 - June 1	June 4 - 8	June 11 - 15	June 18 - 22	June 25 - 29
<b>PCR Sales Associate</b>																	
Dealer New Hire Academy	DLR123	4.5															
<b>PCR Sales Professional</b>																	
Professional Sales Academy	DSL2300	2.5	M - W		T - TH					M - W							
<b>PCR Sales Master</b>																	
Negotiating Workshop	DLR872	1					W										
Presenting for Results	DLR606	1															
<b>Manufacturer's Representative (MR)</b>																	
Selling to State & Local Governments	MSL0301	2.5															
MR Project Manager Academy	MPL0301	2.5															
MR Engineering Academy	MEL0301	2.5															
<b>Other Training</b>																	
Sales Management Academy	AAL2200	2.5															
Dealer Marketing Academy	DAL2200	2															

2nd Quarter 2012

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# Channel Partner Training Schedule

3rd Quarter 2012

Resident Classes			Course No.	Duration (In Days)	July 2 - 6	July 9 - 13	July 16 - 20	July 23 - 27	July 30 - Aug 3	Aug 6 - 10	Aug 13 - 17	Aug 20 - 24	Aug 27 - 31	Sept 3 - 7	Sept 10 - 14	Sept 17 - 21	Sept 24 - 28
<b>PCR Sales Associate</b>																	
Dealer New Hire Academy	DLR123	3.5			T - F									T - F			
<b>PCR Sales Professional</b>																	
Professional Sales Academy	DSL2300	2.5															
<b>PCR Sales Master</b>																	
Negotiating Workshop	DLR872	1															
Presenting for Results	DLR606	1															
<b>Manufacturer's Representative (MR)</b>																	
Selling to State & Local Governments	MSL0301	2.5															
MR Project Manager Academy	MPL0301	2.5															
MR Engineering Academy	MEL0301	2.5															
<b>Other Training</b>																	
Sales Management Academy	AAL2200	2.5															
Dealer Marketing Academy	DAL2200	2						T - W									

Field Classes			Course No.	Duration (In Days)	July 2 - 6	July 9 - 13	July 16 - 20	July 23 - 27	July 30 - Aug 3	Aug 6 - 10	Aug 13 - 17	Aug 20 - 24	Aug 27 - 31	Sept 3 - 7	Sept 10 - 14	Sept 17 - 21	Sept 24 - 28
<b>PCR Sales Associate</b>																	
Dealer New Hire Academy	DLR123	4.5															
<b>PCR Sales Professional</b>																	
Professional Sales Academy	DSL2300	2.5		T - TH										M - W			
<b>PCR Sales Master</b>																	
Negotiating Workshop	DLR872	1			W					W				W			W
Presenting for Results	DLR606	1			T					T				T			T
<b>Manufacturer's Representative (MR)</b>																	
Selling to State & Local Governments	MSL0301	2.5															
MR Project Manager Academy	MPL0301	2.5															
MR Engineering Academy	MEL0301	2.5															
<b>Other Training</b>																	
Sales Management Academy	AAL2200	2.5															
Dealer Marketing Academy	DAL2200	2															

3rd Quarter 2012

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# Channel Partner Training Schedule

4th Quarter 2012

Resident Classes	Course No.	Duration (In Days)	Oct 1 -5	Oct 8 - 12	Oct 15 - 19	Oct 22 - 26	Oct 29 - Nov 2	Nov 5 - 9	Nov 12 - 16	Nov 19 -23	Nov 26 - 30	Dec 3 - 7	Dec 10 - 14	Dec 17 - 21	Dec 24 - 28	
<b>PCR Sales Associate</b>																
Dealer New Hire Academy	DLR123	3.5							T - F							
<b>PCR Sales Professional</b>																
Professional Sales Academy	DSL2300	2.5														
<b>PCR Sales Master</b>																
Negotiating Workshop	DLR872	1														
Presenting for Results	DLR606	1														
<b>Manufacturer's Representative (MR)</b>																
Selling to State & Local Governments	MSL0301	2.5														
MR Project Manager Academy	MPL0301	2.5														
MR Engineering Academy	MEL0301	2.5														
<b>Other Training</b>																
Sales Management Academy	AAL2200	2.5									T-TH					
Dealer Marketing Academy	DAL2200	2														

Field Classes	Course No.	Duration (In Days)	Oct 1 -5	Oct 8 - 12	Oct 15 - 19	Oct 22 - 26	Oct 29 - Nov 2	Nov 5 - 9	Nov 12 - 16	Nov 19 -23	Nov 26 - 30	Dec 3 - 7	Dec 10 - 14	Dec 17 - 21	Dec 24 - 28	
<b>PCR Sales Associate</b>																
Dealer New Hire Academy	DLR123	4.5														
<b>PCR Sales Professional</b>																
Professional Sales Academy	DSL2300	2.5														
<b>PCR Sales Master</b>																
Negotiating Workshop	DLR872	1		W	W											
Presenting for Results	DLR606	1		T	T											
<b>Manufacturer's Representative (MR)</b>																
Selling to State & Local Governments	MSL0301	2.5														
MR Project Manager Academy	MPL0301	2.5														
MR Engineering Academy	MEL0301	2.5														
<b>Other Training</b>																
Sales Management Academy	AAL2200	2.5														
Dealer Marketing Academy	DAL2200	2														

4th Quarter 2012

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