

# Partner Training Offerings



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**HANELLY**

## Our Commitment to Partners

Nakisa strives to ensure that every partner is enabled with the most up-to-date and complete information about Hanelly and is proficient in solution implementation. To support our partners, we have developed a comprehensive set of partner training offerings for elected consultants within Nakisa's Partner Network. Partner training consists of four separate programs: functional training, technical training, sales training and eLearning.

\* Please consult the Nakisa Training Page to view our public calendar for upcoming training events.

## Instructional Approach

Our training programs are highly interactive. We have included many hands-on activities and use case scenarios throughout the training sessions to ensure learner understanding, engagement, and confidence when working with the solution.

We offer training in a live online workshop format. Partners are also invited to purchase private sessions delivered online or on-premise. You will also benefit from our complimentary functional eLearning program.

## Partner Training Programs

Standard partner training consists of four programs:



Functional Training Program



Sales Training Program



Technical Training Program

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# Functional Training for Partners – Workshop Objectives

During this program, we will cover the key features and functionalities available within the solution.

## Level I

- ✓ Understand the solution's interface & navigation: landing page, profile preferences, banner menu, search function, filter panel, application menu, node menu, application interface icons, and colors and themes.
- ✓ Navigate through the org chart: org chart views, styles and perspectives, printing and exporting, sharing an org chart, setting an org chart as a favorite, setting org chart's effective date
- ✓ Work with and configure analytics: org chart analytic views and filters, panel analytics, analytics targets, dashboard, organizational overview & icicle chart, employee map, turnover analysis & trends
- ✓ Demonstrate an understanding of org design scenarios
- ✓ Create & manage scenarios, share scenarios, add objectives & assign targets to scenarios, understand scenario approval & writeback process

## Level II

- ✓ Visualize business challenges through organizational make-up
- ✓ Access accurate data and set effective KPIs to better gauge the homogeneity of the company to bolster diversity & inclusion
- ✓ Understand when to centralize or decentralize a support function
- ✓ Create custom tailored charts
- ✓ Plan for an optimized organizational design and structure
- ✓ Address reduction in force (RIF) business pain points
- ✓ Transform integrated data into actionable insights

## Who Should Attend?

Functional/Technical Consultants,  
Business Analysts, Project  
Managers, Sales Executives, Field  
Ops, IT Staff, Solution Architects

## Workshop Details:

**Duration:** 8 hours (available in  
4-hour blocks)

**Workshop Open to All Partners:**

- **Virtual Only:** \$1000 USD/ participant
- **Payment Method:** Only credit cards are accepted
- **Max Participants:** 24





# Technical Training for Partners – Workshop Objectives

During this program, we will cover the Admin Console features of the solution.

- ✓ Manage partner cloud instance provisioning process
- ✓ Understand Hanelly landscape
- ✓ Become familiar with the admin console
- ✓ Work in the settings area to align with the business needs of the company
- ✓ Configure role mapping & analytic targets, chart views, search views & fields, and details panel
- ✓ Manage the caption editor and field management
- ✓ Enable data management
- ✓ Configure build & module management
- ✓ Understand trouble shooting methods
- ✓ Set-up Elasticsearch



## Who Should Attend?

IT Staff, Functional/Technical Consultants,  
Solution Architects, Project Managers

## Workshop Details:

**Prerequisite:** Functional Training

**Duration:** 2.5 Days

### Workshop Open to All Partners:

- **Virtual Only:** \$2500 USD/participant
- **Payment Method:** Only credit cards are accepted
- **Max Participants:** 24

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# Sales Positioning Training for Partners - Workshop Objectives

This training program is designed to enable our partners with the skills needed to successfully position Hanelly and deliver product demonstrations. The Sales Training Program consists of two workshops: Sales Positioning and Presales Use Cases. Sales Positioning workshop explains how to position the solution to the market and Presales Use Cases will address the most common scenarios your customers will face.

## Sales Positioning

After completing this session, you will be able to:

- ✓ Provide a comprehensive overview of Nakisa
- ✓ Provide an overview of Hanelly, its key differentiators, the current market and the competitive landscape
- ✓ Speak about HCM business pain points and customer success stories
- ✓ Explain the Hanelly value proposition and position the solution
- ✓ Deliver a level 1 demo of the solution
- ✓ Respond to frequently asked questions
- ✓ Locate available sales & marketing resources

## Presales Use Cases

After completing this session, you will be able to deliver solution demos on the following topics:

- ✓ Organizational chart, analytics and reporting
- ✓ Managing diversity & inclusion
- ✓ Key business function centralization
- ✓ Quick and effective planning with custom charts
- ✓ Org analysis design & optimization
- ✓ Streamlining re-org RIF process
- ✓ Mergers & acquisitions

## Who Should Attend?

Sales Executives, Account Managers, Sales Representatives, Sales/Solution Engineers

## Sales Workshop Details:

**Duration:** 2 hours

**Cost:** Free of Charge

**Workshop Open to All Partners**

# NAKISA<sup>®</sup> GO LEARN eLearning

Nakisa Training & Enablement team is proud to offer Nakisa partners complimentary functional eLearning capsules. These bite-sized capsules cover all Hanelly key front-end functionalities and are available to our partners 24/7.

Nakisa GoLearn is Nakisa's online learning community where Nakisa c can ask questions, exchange on their learning experience and best practices. In Nakisa GoLearn, partners have access to eLearning capsules, practice readings, live recordings, and more.

Register at [www.nakisa.com/training](http://www.nakisa.com/training)

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## Who Should Attend?

Functional/Technical consultants, Business Analysts, Projects Managers, Sales Executives, Fiel Ops, IT Staff, Solution Architects

