

# PRESCRIPTIVE TRAINING

## A Complete Training Engagement

### Overview

Prescriptive Training is Juniper Networks® Education Services unique method of delivering a comprehensive learning program to its customers. This training has been designed specifically for those companies seeking to ensure that their IT teams have the skills they need to derive the highest performance from their networks and Juniper Networks solutions. Prescriptive Training improves on the traditional private or custom training class model with the incorporation of prerequisite and post-requisite training, certification, and sustaining components. This develops an end-to-end training solution that delivers effective knowledge transfer and skills growth. By addressing before and after class phases of the learning engagement, students are prepared to learn more during the private session and retain more of the skills learned after the class. Prescriptive Training provides the information students need to succeed, challenges them to demonstrate their skills via certification, and ensures that skills are maintained with continued learning. Figure 1 shows the Prescriptive Training model.

### Benefits of Prescriptive Training

Prescriptive Training engagements result in the development of comprehensive learning programs that address customer-specific needs and the different ways in which people learn. The key benefits of the Prescriptive Training model include:

- **Customized program content**—using tiered learning to bring different teams to the appropriate skill level, and multidisciplinary training to train across the range of Juniper technologies, delivering education unique to your teams' needs

- **Range of delivery modalities**—from self-paced e-learning through hands-on private classroom training for individuals and teams that learn in different ways
- **Prerequisite training requirements**—to ensure that students are prepared to learn during the onsite training event
- **Post-requisite training**—to help reinforce and maintain skills learned during formal instruction
- **Certification testing**—to tie skills to industry benchmarks

### What a Prescriptive Training Plan Includes

Each Prescriptive Training plan is unique to the customer's needs but will typically contain a number of components that describe the overall plan, as well as details on the training modalities used in the plan.

### Components of Prescriptive Training

When completed, your Prescriptive Training plan will include:

- **Education Services offerings**—overview of the types of training components included in the training plan
- **Training program summary**—summary of the training plan components, technical requirements for the engagement, and prerequisite information that students should know to be successful
- **Review of certification components**—information on recommended certification credentials and links to more information and resources
- **Complete pricing information**—breakdown of the pricing for the various training components

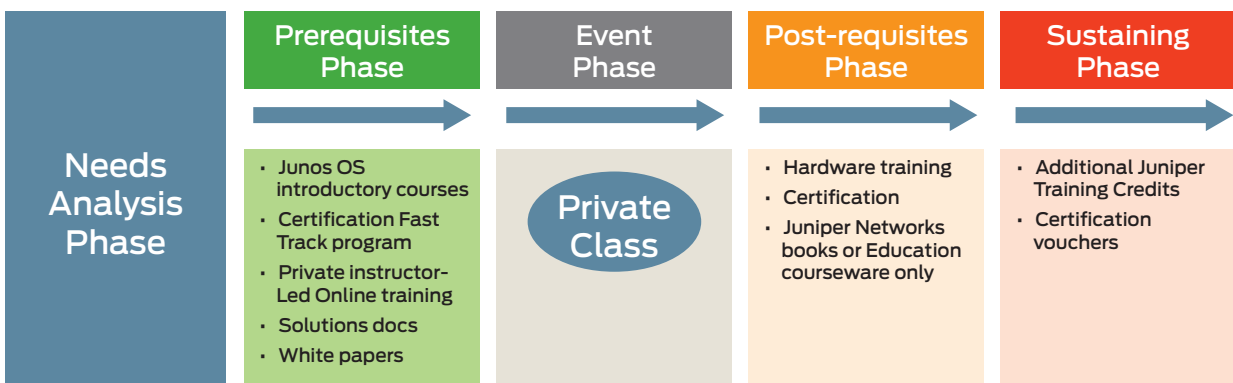


Figure 1. Prescriptive Training model

- **Detailed daily agendas**—day-by-day look at the material that will be covered in the formal training sessions
- **Customer testimonials**—first-hand accounts from customers with real-world challenges
- **Training team profile**—insight into the professionals who develop and deliver your training solution

## Training Modalities

Prescriptive Training plans are designed for each customer using a range of learning modalities that help accommodate both organizational training requirements (location, timing, etc.) and individual learning preferences. Common training modalities are described below.

TRAINING MODALITY	DESCRIPTION
Public classes	Instructor-led training conveniently scheduled around the world and offered by Juniper Networks Education Services or our network of Authorized Education Partners
Private classes	Instructor-led training at Juniper facilities or at the customer site, letting Education Services come to you
Customized learning	Courseware that is tailored to fit your unique application and technical needs
Instructor-Led Online (ILO)	Instructor-led training delivered live online with the same hands-on courseware as our traditional classroom courses, eliminating the need for travel
Web-based training (WBT)	Web-based delivery of over 30 e-learning classes which are perfect for a high-level overview of Juniper solutions as well as product-specific learning
On-demand learning and labs	The perfect combination of web-based training and access to a remote lab

## Getting Started

To start your Prescriptive Training engagement, please contact the Juniper Networks Education Services team:

- On the web: [www.juniper.net/training](http://www.juniper.net/training), and submit the Prescriptive Training request form
- Email: [training@juniper.net](mailto:training@juniper.net), and include your contact information and basic requirements
- Phone: +1 408 745 3145 (Americas), +31-20-712-5700 (EMEA) +61-2-8913-9800 (APAC)

## About Juniper Networks

Juniper Networks, Inc. is the leader in high-performance networking. Juniper offers a high-performance network infrastructure that creates a responsive and trusted environment for accelerating the deployment of services and applications over a single network. This fuels high-performance businesses. Additional information can be found at [www.juniper.net](http://www.juniper.net).

### Corporate and Sales Headquarters

Juniper Networks, Inc.  
1194 North Mathilda Avenue  
Sunnyvale, CA 94089 USA  
Phone: 888.JUNIPER (888.586.4737)  
or 408.745.2000  
Fax: 408.745.2100  
[www.juniper.net](http://www.juniper.net)

### APAC Headquarters

Juniper Networks (Hong Kong)  
26/F, Cityplaza One  
1111 King's Road  
Taikoo Shing, Hong Kong  
Phone: 852.2332.3636  
Fax: 852.2574.7803

### EMEA Headquarters

Juniper Networks Ireland  
Airside Business Park  
Swords, County Dublin, Ireland  
Phone: 35.31.8903.600  
EMEA Sales: 00800.4586.4737  
Fax: 35.31.8903.601

To purchase Juniper Networks solutions, please contact your Juniper Networks representative at 1-866-298-6428 or authorized reseller.

Copyright 2010 Juniper Networks, Inc. All rights reserved. Juniper Networks, the Juniper Networks logo, Junos, NetScreen, and ScreenOS are registered trademarks of Juniper Networks, Inc. in the United States and other countries. All other trademarks, service marks, registered marks, or registered service marks are the property of their respective owners. Juniper Networks assumes no responsibility for any inaccuracies in this document. Juniper Networks reserves the right to change, modify, transfer, or otherwise revise this publication without notice.