

## Connect University Overview

Plantronics Connect University is designed to help you understand existing opportunities and how you can reach new customers that will help to grow your business.

**Our courses can help you better understand Plantronics products and customers and teach you how to add value by selling Plantronics products.**

### Benefits at a glance

- **Training** – Take courses on UC, Contact Center, and SMB certifications, as well as Plantronics background information, industry trends, and general selling techniques
- **Get specialized** – Become a Unified Communications, Contact Center, or Small and Medium Business Specialist and share your certifications with potential customers
- **Earn** – Earn elite Specialist status, share your achievements on LinkedIn, receive tips on how to close deals, and gain a competitive sales advantage

### Getting started

Getting started is easy. Simply visit the Connect Partner Portal at [plantronics.com/partners](http://plantronics.com/partners), and select 'Connect University' from the main menu. There is no need to remember any additional passwords.

### Specialization opportunities

To become a Unified Communications, Contact Center, or Small and Medium Business Specialist, you'll need to complete and pass a series of interactive training courses. We offer the following:

- Unified Communications Sales Curriculum
- Unified Communications Technical Curriculum
- Contact Center Sales Curriculum
- Contact Center Technical Curriculum
- Small and Medium Business Sales Curriculum

**To participate visit [plantronics.com/partners](http://plantronics.com/partners) or email [partners@plantronics.com](mailto:partners@plantronics.com)**