



Red Hat
EMEA Ecosystem
Business Development

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EMEA Partner Development Technical Enablement – OpenShift

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Sales Engineer

Level 1: Introduction



Get Access to the Red Hat Partner Training Portal

To enrol in the courses below you will need a Red Hat Partner Connect account. If you already have an active account please [log in here](#). If you do not yet have an account, please follow the step by step processes for:

- [Joining Red Hat Partner Connect.](#)
- [Joining an existing partner company account on Red Hat Partner Connect.](#)



[Red Hat Portfolio: Foundational](#)

Online self-paced

In this course, you will hear about Red Hat and how Red Hat established a successful business supporting enterprise customers based on open source standards. This course is available in various languages.



[EMEA Red Hat Technical Partner Bootcamp](#)

Virtual or in-person, open registration

This week-long technical Bootcamp provides a high-level overview of Red Hat's portfolio and open source development model for partner new hires or employees starting to work with Red Hat® technologies. Through group work, hands-on sessions, and knowledge exchange, participants will learn how to solve customer challenges and connect business cases, solutions, and key technologies to Red Hat's products.

Level 1: Partner Training Portal Self-paced Online-Training

Level I Credential

Infrastructure Focus



[Red Hat OpenShift: Seller](#)

In this learning path, we are going to provide the knowledge for you to successfully position Red Hat OpenShift and related products to your customers. Completion will result in the earning of the Level I credential and the associated digital badge.

Cloud Services Focus

[Red Hat Cloud Services: Seller](#)

In this learning path, you learn how to successfully position OpenShift cloud services to your customers. You focus specifically on OpenShift Service on AWS and Azure Red Hat OpenShift. Completion will result in the earning of the Level I credential and the associated digital badge.

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Level 2: Partner Training Portal Self-paced Online-Training Level II Credential



[Red Hat OpenShift: Technical Seller](#)

Online self-paced

The Red Hat® OpenShift®: Technical Seller learning path begins with an overview of the primary technical capabilities and value messages associated with Red Hat OpenShift. This overview also includes information about how to align OpenShift's capabilities with the enterprise technical environment.

Technical sellers will learn about typical organizational needs and technical use cases associated with Red Hat OpenShift, along with a technical use case aligned with Red Hat OpenShift Platform Plus. Ultimately, they will be equipped to conduct thorough technical qualification for Red Hat OpenShift with customers and prospects.

Further, the Technical Objection Handling course covers the advantages and disadvantages for an enterprise that wants to build and manage its own application platform, as well as common objections customers may raise about Red Hat OpenShift.

Completion will result in the earning of the Level II credential and the associated digital badge.

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Level 3: Specialised Workshops

Infrastructure Focus

Developer Focus



[Architecture workshop - OpenShift infrastructure](#)

Virtual or in-person, open registration

This workshop covers the benefits, architecture, installation, and operational management of the Red Hat OpenShift Container Platform.

Over two days, attendees learn to present, design, and architect an OpenShift installation on-premise and to install it in different public clouds.

[Architecture workshop - OpenShift developer](#)

Virtual or in-person, open registration

The Architecture workshop - OpenShift developer is a two-day learning experience for developers who want to understand and make use of the benefits of OpenShift in their daily work. They learn everything they need to understand the concepts, the architectural principles and components of OpenShift and related products for successfully discussing and developing OpenShift at a customer site from a developer perspective.



[Distance Learning Program - OpenShift Infrastructure](#)

Virtual open registration

This workshop covers the benefits, architecture, installation, and operational management of the Red Hat OpenShift Container Platform.

In five 2 hour "after-work" sessions, touring five weeks attendees learn to present, design, and architect an OpenShift installation on-premise and to install it in different public clouds.

[Distance Learning Program - Cloud-Native Application Development](#)

Online self-paced and virtual, open registration

Red Hat has put together a comprehensive learning program that participants can engage with at home or the office to learn everything they need to understand the concepts, architectural principles and components of Red Hat products, for successfully discussing and developing OpenShift at a customer site from a developer perspective.



[Architecture workshop - Open Hybrid Cloud](#)

Virtual or in-person, open registration

The purpose of this workshop is to show attendees the benefits of Red Hat's Open Hybrid Cloud architecture. Based on actual use cases the attendees will get insight into how to architect and build cloud solutions scaling from the on-premise environments out to geographically distributed public cloud environments.

[Architecture workshop - Kubernetes native development with Quarkus](#)

Virtual or in-person, open registration

This workshop is for developers who want to understand and make use of the benefits of Quarkus in an OpenShift environment in their daily work. They learn everything they need to understand the concepts, the architectural principles and components of Quarkus and OpenShift and related products for successfully discussing and developing Cloud Native Applications at a customer site.

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Technical training - Red Hat OpenShift Storage Foundations

Virtual or in-person, open registration

Red Hat OpenShift Data Foundation 4 Implementation is designed to teach students experienced with Red Hat OpenShift how to deploy Red Hat OpenShift Data Foundation on the Red Hat OpenShift Container Platform. The course covers both conceptual and practical information related to OpenShift Container Platform configuration, deployment, monitoring, and management.



Technical training - Advanced Cluster Management

Virtual or in-person, open registration

The purpose of this training is to show attendees the benefits, of Red Hat's Advanced Cluster Management for Kubernetes.

The workshop is based on Red Hat and IBM solutions and addresses multiple cloud environments.



Technical training - skill up on OpenShift security

Virtual or in-person, open registration

This full-day technical training is designed to skill up attendees on OpenShift security. It is an ideal follow-up to the Architecture workshop - OpenShift infrastructure and provides an opportunity to deep dive into the unique security features offered by OpenShift.

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Red Hat Certifications

While the above cost-free Red Hat Training opportunities are enabling you to be fully competent in selling and working with Red Hat products, Red Hat Certifications are the way of showing that you are the expert when it comes to Red Hat technology. Find below listed free courses for partners that can be complemented with a paid certification exam.

Depending on the level of skill, knowledge or previously achieved certifications of the student, they may start the training at the step which best suits them.

Delivery – Container Platform Deployment Focus

Level 1: Partner Training Portal Self-paced Online-Training



[Red Hat Certified OpenShift Administrator](#)

Online self-paced

This course covers the basics for all Delivery interested in Container Platform Deployment with OpenShift and is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training. Completing the Exam (EX280) will result in Red Hat Certified OpenShift Administrator Certification.

Level 2: Advanced Red Hat Training



[Red Hat OpenShift Administration III: Scaling Kubernetes Deployments in the Enterprise \(DO380\)](#)

Online self-paced, 32 hours

Plan, implement, and manage OpenShift clusters at scale.

This course is recommended training for the following Red Hat Certifications: Red Hat Certified Specialist in OpenShift Automation and Integration



[Multicluster Management with Red Hat OpenShift Platform Plus \(DO480\)](#)

Online self-paced, 32 hours

Enhance container management capabilities with automation, governance, and security across clusters.

This course is recommended training for the following Red Hat Certifications: Red Hat Certified Specialist in MultiCluster Management.

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Delivery – Container Platform Application Deployment Focus

Level 1: Partner Training Portal Self-paced Online-Training



[Red Hat OpenShift Developer I: Introduction to Containers with Podman \(DO188\) v4.12](#)

Online self-paced, 32 hours

A developer introduction to building and managing containers with Podman for deploying applications on Red Hat OpenShift. This course introduces students to building, running, and managing containers with Podman and Red Hat OpenShift. Students build the core skills for developing containerized applications through hands-on experience. These skills can be applied using all versions of OpenShift, including Red Hat OpenShift on AWS (ROSA), Azure Red Hat OpenShift (ARO), and OpenShift Container Platform. This course is based on Red Hat® Enterprise Linux® 8, Podman 4.2 and Red Hat OpenShift® 4.12.

This course is recommended training for the following Red Hat Certifications: Red Hat Certified Specialist in Containers

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Level 2: Advanced Red Hat Training



[Red Hat OpenShift Developer II: Building Kubernetes Applications \(DO288\) v4.12](#)

Online self-paced, 40 hours

This course covers the basics for all Delivery interested in Container Platform Application Deployment with OpenShift.

Completing the complementary Exam (EX288) will result in Red Hat Delivery Specialist - Container Platform Application Deployment Certification.



[Red Hat Cloud-Native Microservices Development with Quarkus \(DO378\)](#)

Online self-paced, 32 hours

Develop microservice-based applications with Quarkus and OpenShift.

This course is recommended training for the following Red Hat Certifications: Red Hat Certified Cloud-Native Developer



[Building Resilient Microservices with Istio and Red Hat OpenShift Service Mesh \(DO328\)](#)

Online self-paced, 24 hours

Control, manage, trace, monitor, secure, and test your microservices with Red Hat OpenShift Service Mesh.

This course is recommended training for the following Red Hat Certifications: Red Hat Certified Specialist in Building Resilient Microservices



[Developing Event-Driven Applications with Apache Kafka and Red Hat AMQ Streams \(AD482\)](#)

Online self-paced, 24 hours

Develop, scale, and troubleshoot event-driven microservice applications.

This course is recommended training for the following Red Hat Certifications: Red Hat Certified Specialist in Event-Driven Development with Kafka
