

Certification Success Guide

Hands On Technology Transfer Inc. ♦ www.traininghott.com ♦ www.traininghott.ca ♦ www.traininghott.co.uk

In this guide we'll cover everything you need to consider as you make a decision about getting certified. You'll discover the benefits of certification, how it validates, differentiates and ultimately compensates you for your IT skills.

Included in this Guide:

- ▶ The Benefits of Certification
- ▶ Passing a Test vs. Preparing for a Career
- ▶ Keeping the Process Simple
- ▶ How HOTT Helps You Get There
- ▶ HOTT Certification Training Programs
- ▶ Bob and Ted: A Cautionary Tale

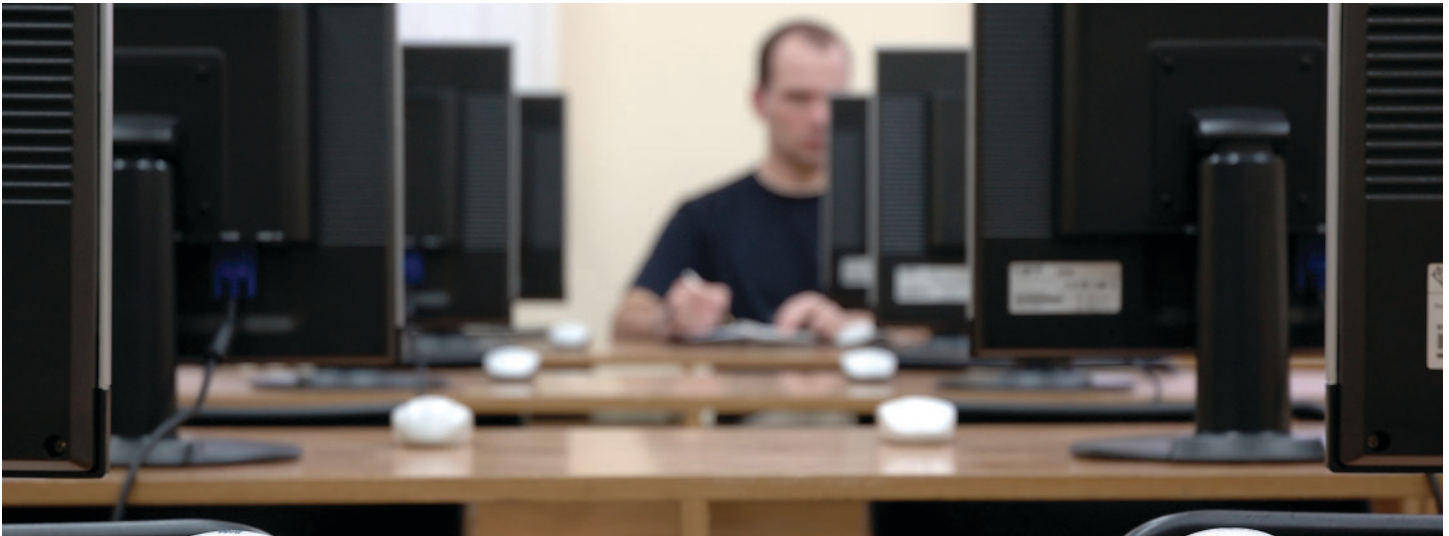


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Introduction



Welcome to the *Certification Success Guide*. If you're interested in getting highly effective software skills training that will prepare you for certification, then please read on. In this guide we'll cover everything you need to consider as you make a decision about getting certified.

You'll discover the benefits of certification, how it validates, differentiates and ultimately compensates you for your skills.

However, certification is not an end in itself. When we're done speaking to the benefits of certification we'll explain how the slip of paper you earn isn't what truly matters. What truly matters is that **certification should be a byproduct of competency. You must learn to perform tasks, not just pass tests.**

And, if you believe as we do, that certification should be the result of true competency you'll learn how Hands On Technology Transfer, Inc. can help you on your way. We offer unparalleled flexibility and convenience. You can train at your site or at any of our regularly scheduled, open-enrollment classes in more than 75 cities across the United States, the United Kingdom and Canada. There are no penalties for rescheduling or switching study-tracks. We give you total control of when, where and what you study.

Our certification training classes include Microsoft, CompTIA, Java and Linux.

The Benefits of Certification



Why become certified at all? There are a number of reasons. Whether you're trying to further your career or break into a new one, certification validates the level of skill you've attained through experience and training. Certification helps to differentiate you when you're looking for a job. It helps keep your resume on top of the heap. And of course, there is the most obvious reason of all: the money. Of course, salary increases are also generally contingent upon an individual's competency and experience, which often goes hand in hand with certification.

Validation

Certification is the best way to earn official recognition of your new skill set, outside of going back to school for another degree. It may even be a better option for some.

We must emphasize that you need the experience to back those validators up. **Validation won't matter if you can't do the job once you've obtained it.**

Differentiation

Certification may well be the item on your resume that gets you a promotion or new job over the plethora of others jockeying for the position. Certifications help to quickly identify your areas of expertise and signal appropriate matches for job placement.

It's important to be savvy in the latest technologies and it may help to validate your knowledge with a certification. Multiple certifications may indicate and validate that you are competent in multiple technologies. Finally, certification testing can help identify previously undetected gaps in your skillset. By filling those gaps, you'll become a more well rounded and valuable employee.

Passing a Test vs. Preparing for a Career



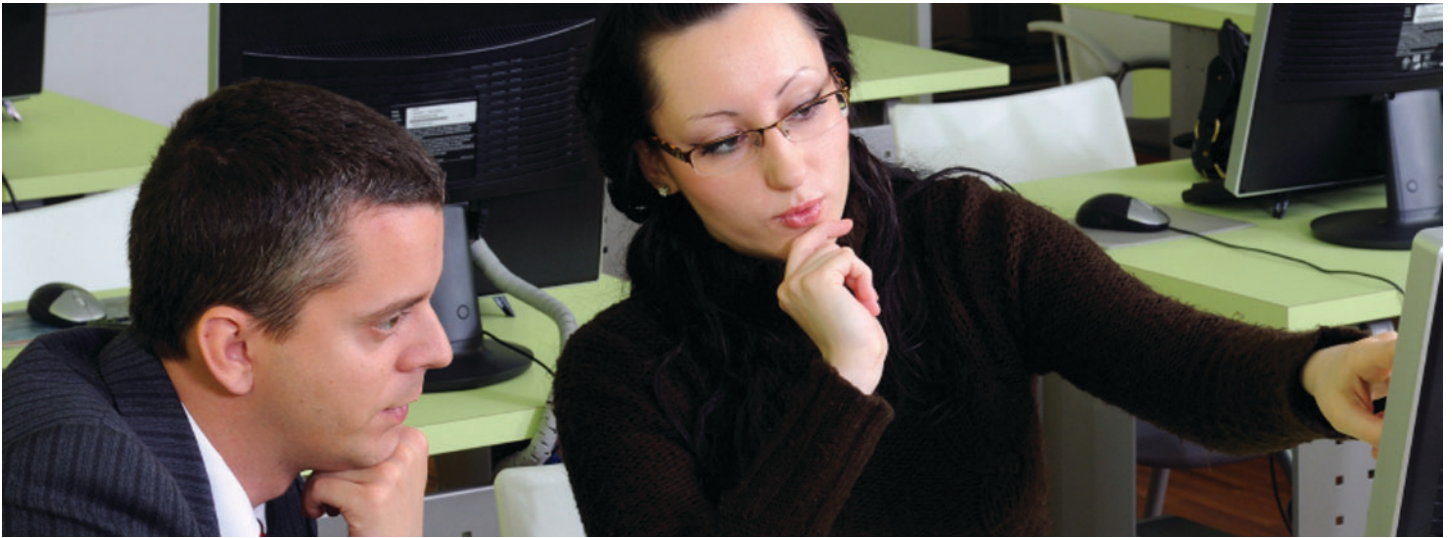
HOTT training is never strictly product-oriented and we never “teach to exams.” The goal is not to just prepare you to pass a test. We're preparing you to competently perform in an industrial environment and successfully complete complex tasks. **Certification should be a byproduct of competency.** If the tests are well constructed, then competent people will pass the tests.

When it comes to computer training, you need to develop true competence in new skills, not just receive an overview of syntax and techniques. A certification will be a meaningless slip of paper if you don't. It may get you in the door, but once you're in, you'll have to prove you can do what the slip of paper says. That's why **all of our training is task-oriented and employs hands on practice for at least 50% of the time in class.** Your experience in directly applying new skills leads to clarity, confidence and true competence.

Customers who have come to us after training disasters elsewhere often complain that the self-styled Certification Boot Camps they've attended provide as little as 30 minutes a day of facilitated hands-on practice, and use valuable class time to run through lengthy exam simulations.

We feel that boot camps should focus on making people competent. It's a disservice to claim that certification by passing a test will in and of itself change someone's career or make an industry better. Increased competence should be the goal. And when certification results from hands on, competency-based training, it truly means something.

Keeping it Simple



HOTT offers unparalleled flexibility and convenience when it comes to preparing you for certification. In addition to serving you at your location, we offer regularly scheduled open-enrollment classes at frequent intervals in more than 75 cities across the United Kingdom, the United States and Canada. And, at HOTT there are no penalties for rescheduling or switching study tracks. **You are in control of when, where and what you study.**

HOTT also strives to make every student comfortable within their newly learned skill-set. We want you to pass your exams, but we also want you to feel confident you can do the job once you have passed. If a student is not confident, they have the option to retake all or part of the course again for no additional charge. If a student lacks confidence we will work with him to develop the understanding that leads to confidence as well as competence.

We also don't charge extra for the word "certification" or the words "boot camp." Our certification tracks or boot camps if you like, are software skills training courses so they're priced in accordance with our other software skills courses. That makes them anywhere from 15% to 40% less expensive than most of the competitors we see out there offering certification boot camps.

When deciding on a training provider, you want to compare total costs including tuition, travel and time away from work. HOTT concentrates on efficiency through condensed training. We take less time to teach you the skills you need to be effective on the job.

Getting You There



Small Class Sizes

Large classes assure some students will not receive an excellent training experience. HOTT's open-enrollment classes are kept small, generally 8-12 students and never more than 16, assuring each student gets personal attention.

Quality Instructors

HOTT's instructors are experienced professionals, cross-trained in several technologies. They can relate the strengths and weaknesses of products and present alternative solution strategies when they are warranted. Only 2% of all instructors teaching for our competitors meet our strict standards. The other 98% are not considered qualified to teach for HOTT.

Competence

True competence is achieved in technical training when every student performs tasks in the form of realistic, well-structured hands-on exercises, facilitated by an expert instructor. And, our instructors provide the opportunity to discuss how the topic at hand affects the student's own work. With HOTT, you'll receive a truly personalized training experience.

Cost Effectiveness

Our tuition fees remain among the lowest available for instructor-led IT training. **You pay no registration fees and no cancellation fees.** We minimize travel expenses with regularly scheduled, open-enrollment classes, in more than 75 cities across the United States, Canada and the United Kingdom. You won't be forced into taking a multi-course track in a continuous block. You take the courses you want to take, at the pace you want, when your wallet allows you to.

Certification Training Programs



Microsoft Certifications

There are a number of Microsoft-specific certifications available. Our regular schedule of open enrollment classes will help you prepare for the following certifications.

Windows Administration Certifications

- ▶ MCTS: Windows Server 2008 Active Directory Configuration Certification
- ▶ MCTS: Windows Server 2008 Network Infrastructure Configuration Certification
- ▶ MCITP: Server Administrator Certification

SQL Server Certifications

- ▶ MCTS: SQL Server 2008, Implementation and Maintenance Certification
- ▶ MCITP: Database Administrator 2008 Certification

.NET Certifications

- ▶ MCTS: .NET Framework 3.5 ADO.NET Applications Certification
- ▶ MCTS: .NET Framework 3.5 ASP.NET Applications Certification
- ▶ MCTS: .NET Framework 3.5 Windows Forms Applications Certification
- ▶ MCTS: .NET Framework 3.5 Windows Presentation Foundation Applications Certification
- ▶ MCTS: .NET Framework 4 Windows Applications Certification
- ▶ MCTS: .NET Framework 4 Web Applications Certification

SharePoint Certifications

- ▶ Microsoft Office Specialist (MOS): SharePoint 2010 Certification
- ▶ MCTS: Microsoft SharePoint 2010, Configuring Certification
- ▶ MCTS: Microsoft SharePoint 2010 Application Development Certification
- ▶ MCITP: SharePoint Administrator 2010 Certification

To learn complete details about Microsoft certification training please visit:
www.mcse-training-classes.com

CompTIA Certifications

- ▶ CompTIA A+ Certification Training
- ▶ CompTIA Network+ Certification Training
- ▶ CompTIA Security+ Certification Training

To learn complete details about CompTIA certifications please visit:
<http://www.hott-software-training.com/CompTIA-Certification-Training.htm>

Linux Certifications

HOTT's *Linux System Administration* course and the *UNIX/Linux Fundamentals* course help prepare you for several intermediate and advanced level certification exams. HOTT offers Linux certification training for *Brainbench*, *Linux Professional Institute (LPI)* and *Red Hat*.

To learn complete details about Linux certifications please visit:
www.hott-unix-linux-training.com

Java™ Certifications

HOTT's *Java Programming* class helps prepare you for the Java SE areas of certification. The class content exceeds certification requirements with coverage of JSP and servlets as it starts to prepare you for the Java EE areas of Java certification and assures your programming competency.

- ▶ Oracle Certified Associate, Java SE 5/SE 6 Certification
- ▶ Oracle Certified Professional Java Programmer Certification

HOTT's *Java EE Web Application Development with Enterprise JavaBeans and Web Services* class helps prepare you for the Java EE areas of Java certification with emphasis on practical skills. Coverage includes building components that are deployed to the EJB Container and building web-enabled applications that employ Servlets, JavaServer Pages and Tag Libraries to exploit the services provided by the Java EE platform.

- ▶ Oracle Certified Professional, Java EE 5 Web Component Developer Certification
- ▶ Oracle Certified Master, Java EE 5 Enterprise Architect Certification
- ▶ Oracle Certified Professional, Java EE 5 Business Component Developer Certification
- ▶ Oracle Certified Professional, Java EE 5 Web Services Developer Certification

To learn complete details about Java certifications please visit: www.hott-java-certification.com

“Bob and Ted: A Cautionary Tale”



Meet Bob and Ted, two mid-level IT professionals working for the P&C Company. Bob and Ted are surprisingly similar fellows. They work in unsurprisingly similar pale-green cubicles, right across the aisle from one another. Bob and Ted do lunch together every odd Friday. They eat at a seafood restaurant across the street from work, and they always order the same thing. Bob gets haddock and coleslaw. Ted munches on haddock and a double-order of French fries.

Things have gotten tighter at the P&C Company since the dot-com downturn, everything from salaries and bonuses, to Ted's pants, which fit much more snugly after all those French fries. Bob and Ted have both considered upgrading their skill-sets over the last few months to increase their value, and maybe pull in a few extra dollars at the same time. Both of them are looking to add a MCTS certification on top of their MCP certification.

One odd Friday Bob and Ted decide to go their separate ways and investigate training companies in town. After a short walk, Ted plops himself down on the couch of the first training company he sees: Sam's Exam Crams. He fills out an application, takes a brochure and heads back out to try and grab his regular lunch before his break is up.

Bob, knowing that he'd want to devote his entire lunch break to his search, brings his lunch from home. He eats half a roast beef sandwich while he surfs the Internet looking for a training provider. Bob wants to be careful and pick just the right company for him. He wants the certification but he wants to actually learn the technologies during his training, not just study to pass the test. Bob finds Hands On Technology Transfer, Inc. on the web. He's most pleased by their stance on certification as a byproduct of competency. He spends the rest of his lunch on the phone with a training coordinator, figuring out the details of when he'll attend a course.

When Bob and Ted report to their manager with requests to take time off for training, she is pleased to see that neither one of them will be out for very long. She wonders, though, whether they'll be receiving quality training. Ted promises he'll ace the certification test his first time.

Bob hopes he will do the same, but mentions that, if he fails he'll be able to take a portion of the course over. The boss asks Ted if his training company offers a similar deal but he brushes it off, saying she need not worry. He'll pass the first time around.

Both Bob and Ted head off to their classes, but they still take time to get together one Friday in the middle of the training to catch up. Bob is excited by all the hands-on exercises he's been put through. Some have been tough, but he really feels like he's getting it. Ted looks tired and worn down. He hasn't done any hands-on work but they have simulated portions of the test a half-dozen times already.

At the end of their training both Bob and Ted ace their exams. Ted takes an extra two days off to recuperate, but Bob is back to work right away, excited to put his new skills to use.

Over the next few months Bob and Ted are asked to resolve a number of issues for both the department and the company as a whole. The boss notices how easily it all comes to Bob. She sees that Ted however, is having an awfully difficult time. There are some tasks Bob can complete in fifteen minutes that Ted can't finish in less than a full workday. Even though they are both certified, Bob has become the go-to guy. Ted, meanwhile, remains a mystery to the boss. She can't understand how he got certified without knowing how to do anything.

Things get tighter at P&C. The boss calls a meeting of the department. There is talk of downsizing and layoffs.

The boss calls Ted into her office later that day. She tells Ted she's sorry, but she has to let him go. He's not cutting the mustard. Ted begs for a reason. He's just as qualified as Bob. They have all the same certifications. What's going on?

The answer is simple. **They can go to Bob with problems. They can ask him the tough questions. He gets the hard tasks done.** They helped pay for Ted's training and they've seen no return on investment. Ted may have passed the exam, but he can't do the job.

Ted packs up his things, says goodbye to Bob, and heads home to read the want-ads.

Bob is called to the boss's office just after that. The boss tells Bob that, despite the rough times, she wants to offer him a promotion. She recognizes true dedication and competence when she sees it. She doesn't want to lose the most valuable employee in the department. Bob says he'll have to talk it over with his wife, and then leaves the room with an ear-to-ear grin, happy he made his certification count for something.

Conclusion

- ▶ **Classes in more than 75 Cities Across the United States, the United Kingdom and Canada**
- ▶ **Training for Microsoft, CompTIA, Java and Linux Certifications**
- ▶ **Small Class Sizes, Experienced Instructors, Cost-Effective**



Certification is clearly beneficial, but is not an end in itself. You've read about the benefits. You've seen how a certification can validate, differentiate and compensate. And now you can see why certification training at HOTT is your best bet for a truly valuable experience and to achieve demonstrable results.

HOTT's certification training tracks emphasize a hands-on, task-oriented and skill-based approach. The most important aspect of any training curriculum is robust course content and quality delivery. HOTT courses are not simply product-based or certification-based. Our courses go well beyond normal certification tracks - meaning that you come out knowing how to perform useful job functions, not just pass tests.

Our certification training classes include Microsoft's MCTS and MCITP as well as Java, CompTIA and Linux. For a complete list of certification-related offerings from HOTT, visit www.traininghott.com and click on the Certifications tab. **Or, call 800-413-0939 and speak with a career counselor today.**