PROFESSIONAL DEVELOPMENT

Selected Credentials & Professional Development

Beata Schäfer

A curated selection of 37 documented learning records from 1997 to 2017, spanning enterprise technology, partner programmes, strategic sales, executive conversations and communication.

01 **Partner Management & Channel Operations**

02 **Strategic Sales & Business Development**

03 **Negotiation & C-Level Engagement**

04 **Presenting Complex Information**

05 **Design Thinking & Customer-Centred Innovation**

06 **SAP, ERP & Cloud Ecosystems**

The selection brings together Microsoft, Oracle, QAD, Baan, Atos Origin, Tantum, NewFrontiers and SAP learning. Dates refer to the recorded course, workshop or completion date. Legacy product names are retained to reflect the training received at the time.

Records include attendance, completion and partner-programme certificates. They do not establish current vendor certification. Original records bear my former surname; this portfolio uses Beata Schäfer.

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PARTNERSHIPS & COMMERCIAL DEVELOPMENT

01

Partner Management & Channel Operations

Partner relationships supported by clear commercial processes.

Certificate in QuickStart - approved Partner program
NewFrontiers GmbH | 12 February 2010

Channel Operations Policy (COP)
SAP learning | 28 December 2016

Partner Business Managers
SAP learning | 14 January 2017

02

Strategic Sales & Business Development

Structured account planning, commercial focus and sales discipline.

Techniki Sprzedaży (Sales Techniques)
Tantum Centrum Kompetencyjne | 11–12 March 2004

NewFrontiers QuickStart Proof of Concept
NewFrontiers GmbH | 4 December 2009

General Business and Commercial Sales
SAP learning | 14 January 2017

Practical Account Planning in Action
SAP learning | 16 January 2017

BASHO Techniques - Executive Demand Generation for Net New Names
SAP learning | 14 February 2017

Sales Excellence
SAP learning | 5 April 2017

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NEGOTIATION, COMMUNICATION & INNOVATION

03

Negotiation & C-Level Engagement

Preparing meaningful commercial conversations with senior decision-makers.

Atos Origin's Successful Bidding Workshop
Atos Origin | 24–29 March 2002

Selling to the CxO: The Line-of-Business Play
SAP learning | 28 December 2016

Negotiation in Action
SAP learning | 25 January 2017

Persuading and Influencing C-Level Executives
SAP learning | 1 February 2017

04

Presenting Complex Information

Making complex ideas easier to understand, discuss and act on.

Present Complex Information
SAP learning | 23 January 2017

Presenting with Impact
SAP learning | 3 February 2017

05

Design Thinking & Customer-Centred Innovation

An introductory learning foundation for exploring needs and developing ideas.

(CN) Imagine, Create, Innovate...Design Thinking with SAP (Basic Awareness Training)
SAP learning | 3 January 2017

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ENTERPRISE TECHNOLOGY / FOUNDATIONS

06

SAP, ERP & Cloud Ecosystems

Learning across financial systems, ERP applications, cloud, analytics and emerging technologies.

FAU: Oracle Financial Analyzer User
Oracle Education | 18 February 1997

FAD: Financial Analyzer Developer/DBA
Oracle Education | 18 April 1997

Microsoft Access - Certificate of Achievement
Microsoft Authorized Training Center | 7–11 April 1997

MFG/PRO Quickstart Training
QAD | 6–24 April 1998

Introduction to Finance BaanIV
Baan Education | 15–19 May 2000

Finance Cost Allocation BaanIV
Baan Education | 22 May 2000

Financial Statements BaanIV
Baan Education | 23–24 May 2000

Finance Fixed Assets BaanIV
Baan Education | 25 May 2000

Financial Integrations Distribution/Manufacturing BaanIV
Baan Education | 26–28 June 2000

NewFrontiers QuickStart workshop
NewFrontiers | 11–12 February 2010

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SAP, ERP & Cloud Ecosystems

SAP S/4HANA: The Digital Core
SAP learning | 30 December 2016

S/4HANA Enterprise Management Solution - Introduction to Logistics Scope
SAP learning | 3 January 2017

Introduction to SAP Simple Finance
SAP learning | 3 January 2017

Using Cloud for Customer (C4C) - The Basics
SAP learning | 3 January 2017

Get to Know Concur
SAP learning | 3 January 2017

Run Simple with SAP Fiori
SAP learning | 15 February 2017

SAP HANA Enterprise Cloud - selected learning
SAP learning | 13–15 February 2017

HCP / HEC / SaaS - selected cloud learning
SAP learning | 13–15 February 2017

SAP Analytics - selected learning
SAP learning | 15 February 2017

Big Data Solution Overview
SAP learning | 15 February 2017

Internet of Things - strategy & positioning
SAP learning | 2 January & 12 March 2017

LEARNING IN CONTEXT

The Atos Origin workshop was the first step towards Major Bid Competency Certification; the record does not confirm the full certification.

The NewFrontiers Proof of Concept record documents the first step towards QuickStart Competency Certification. The separate 2010 partner-programme award is listed in section 01.

These records complement my professional experience. They document learning at different career stages, including introductory and awareness-level programmes, and connect commercial practice with an understanding of enterprise systems and people.

I build trust before I build business.

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