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Training exclusively for IBM Business Partners



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- **Web based education delivery**
- **Lectures composed of charts and audio**
- **Developed to provide BPs with training delivered on demand**
- **Training for those new to a subject**
- **Refresh for those already trained**

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PWU Lecture

Presenter
Richard E. Skooneberg

Slide
Attach Connector and Cross Selling Education for IBM Business Partners
January 2007

Content | Transcript
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- Slide 1: Attach Connector and Cross Selling Education for IBM Business Partners
- Slide 2: Welcome
- Slide 3: Overview of the attach initiative and strategy
- Slide 4: Agenda
- Slide 5: What is an attach strategy?

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Attach Connector Self-Study for IBM Business Partners
by Richard E. Skoonberg

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3213650 (Microsoft® PowerPoint®, English, 5042KB)

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About this lecture

Number of slides: 42

Duration: 11 minutes

Last updated: 16 March 2007

Presenter



Richard E. Skoonberg

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References and links:

Click a link to open it in a new browser window.:

- [PartnerWorld Web site Attach Connector launch](#)
- [Attach Connector Webcast](#)

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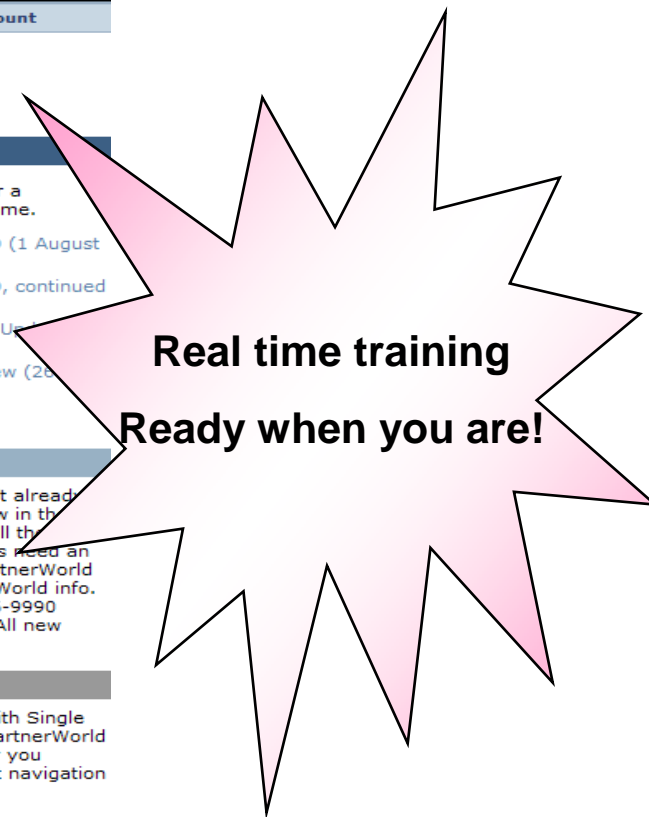
Hotlinks to related sites

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- **Immediate availability 24/7**
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