



# EMEA SuiteLife



<b>Course:</b>	Demo and Delivery Week		
<b>Language:</b>	English		
<b>Class Dates and Times:</b>	Monday, November 16 <sup>th</sup> to Friday, November 20 <sup>th</sup> , 2026 8:30am – 4:30pm Central European Time		
<b>Focus Region:</b>	This class is specifically for Partners based in EMEA.		
<b>Agenda:</b>	<p>The Demo &amp; Delivery class is a blend of all of the most important practices and skills that you need to acquire whether your role is that of a Pre-Sales/Solution Consultant or an Implementation Consultant.</p> <table border="0"> <tr> <td style="vertical-align: top;"> <p><b>Demo Track Highlights Include:</b></p> <ul style="list-style-type: none"> <li>Pre-Sales Motion</li> <li>Demo Excellence</li> <li>Demo Best Practices</li> <li>Leading Practices</li> <li>Technical Overview</li> <li>Pulling it all Together</li> </ul> </td> <td style="vertical-align: top; padding-left: 20px;"> <p><b>Delivery Track Highlights Include:</b></p> <ul style="list-style-type: none"> <li>How to Implement</li> <li>Project Kick-off</li> <li>Bundle Deployment</li> <li>Personalization &amp; Customization</li> <li>Data Migration</li> <li>Go Live &amp; Project Close</li> </ul> </td> </tr> </table>	<p><b>Demo Track Highlights Include:</b></p> <ul style="list-style-type: none"> <li>Pre-Sales Motion</li> <li>Demo Excellence</li> <li>Demo Best Practices</li> <li>Leading Practices</li> <li>Technical Overview</li> <li>Pulling it all Together</li> </ul>	<p><b>Delivery Track Highlights Include:</b></p> <ul style="list-style-type: none"> <li>How to Implement</li> <li>Project Kick-off</li> <li>Bundle Deployment</li> <li>Personalization &amp; Customization</li> <li>Data Migration</li> <li>Go Live &amp; Project Close</li> </ul>
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<b>Pre-work</b>	You <i>must</i> complete the required pre-work in the Learning Portal before attending class (please refer to your class confirmation email for details). This is also be explained in the scheduled Check-in Session(s) described below.		
<b>Pre-Class Check-in Session</b>	<p><b>It is mandatory that each attendee join a pre-class check-in session</b>, to ensure you are fully prepared for your class. In the session your class facilitators will:</p> <ul style="list-style-type: none"> <li>• Explain all of the logistics in order to make the class a success for all delegates.</li> <li>• Ensure that you have access to all the resources and tools you will need for the class</li> <li>• Answer any questions you may have about the pre-work</li> </ul>		
<b>Zoom</b>	<p>Watch your inbox for Zoom invitations:</p> <ul style="list-style-type: none"> <li>• Check-In session invitation will be sent approximately two weeks before class</li> <li>• Class invitation will be sent after Check-in session</li> <li>• The Zoom meeting will be open 15 minutes in advance of the official start time, should you wish to test your Zoom settings ahead of the class start.</li> <li>• Oracle policy prohibits the use of 3<sup>rd</sup> party note-taking/recording software</li> </ul>		