



EMEA SuiteLife



Course:	Demo and Delivery Week		
Language:	English		
Class Dates and Times:	May 18 (Monday) to May 22 (Friday), 2026 9:00 am – 4:00 pm Greenwich Mean Time		
Focus Region:	This class is specifically for Partners based in EMEA.		
Agenda:	<p>The Demo & 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>Demo Track Highlights Include:</p> <ul style="list-style-type: none"> Pre-Sales Motion Demo Excellence Demo Best Practices Leading Practices Technical Overview Pulling it all Together </td> <td style="vertical-align: top; padding-left: 20px;"> <p>Delivery Track Highlights Include:</p> <ul style="list-style-type: none"> How to Implement Project Kick-off Bundle Deployment Personalization & Customization Data Migration Go Live & Project Close </td> </tr> </table>	<p>Demo Track Highlights Include:</p> <ul style="list-style-type: none"> Pre-Sales Motion Demo Excellence Demo Best Practices Leading Practices Technical Overview Pulling it all Together 	<p>Delivery Track Highlights Include:</p> <ul style="list-style-type: none"> How to Implement Project Kick-off Bundle Deployment Personalization & Customization Data Migration Go Live & Project Close
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Pre-work	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.		
Pre-Class Check-in Session	<p>It is mandatory that each attendee join a pre-class check-in session, to ensure you are fully prepared for your class. In the session your class facilitators will:</p> <ul style="list-style-type: none"> • Explain all of the logistics in order to make the class a success for all delegates. • Ensure that you have access to all the resources and tools you will need for the class • Answer any questions you may have about the pre-work 		
Zoom	<p>Watch your inbox for Zoom invitations:</p> <ul style="list-style-type: none"> • Check-In session invitation will be sent approximately two weeks before class • Class invitation will be sent after Check-in session • 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. • Oracle policy prohibits the use of 3rd party note-taking/recording software 		