

CEdMA Workshop Steljes Bagshot, 12 June 2007, "Working with Partners"																			
Session																			
Overall	4.6	4	4		5	5	5	4	4	5	5	4	5	5					
Using Partners in the Selling Process	4.7	5	4	5		5	5	4	5	5	4	4	5	5					
Using Partners in the Delivery Process	4.6	5	4	5	5	5	4	4	5		4	4	5	5					
Training, Certifying and Accrediting Partners	3.9	4		3	5	4		5	3	4	3	3	5						
What topics would you like to see presented in future CEdMA Workshops?																			
Sales process/sales positioning of education offerings vs tech specs																			
Anything to do with "delivery"																			
Incenting your sales force in wider company																			
LMS, Podcasting, Videocasting																			
Revenue growth																			
What speakers would you like to see present at future CEdMA workshops?																			
Comptia, Prometric																			
Outside independent speakers																			