Selecting a Training Partner

When selecting a training partner, ask yourself these questions
in addition to all the others you already ask:

1	Is the training center a CTEC? If so, can Microsoft provide a reference for this partner?	❑
2	How many years has the center been in business? Are they stable?	❑
3	What makes this center different from all the others? What is competitive advantage?	❑
4	How many people successfully passed their exams often taking training in this center in the last year? How many people took training?	❑
5	Does the center offer more than just technical training? Is user training also available?	❑
6	Does the center offer certification package deals?	❑
7	Does the center tailor programs to reflect specific organizational environments?	❑
8	Does the center offer special training programs such as new technology or new software version introduction?	❑
9	What are its hours of operation? Are night or weekend classes available?	❑
10	Does the center offer a student-tracking program?	❑
11	Does the center offer a train-the-trainer program for internal trainers?	❑
12	Does the center publish trainer resumes? Are these complete?	❑
13	Is the trainer's work profile available in order to assess real-world experience?	❑
14	Are complementary programs available to cover sister technologies?	❑
15	Are practice exams included? What is their validity?	❑
16	Does the center offer practice laboratories? If yes, how many? How many students can practice at the same time?	❑
17	Can students retake a course for free is they don't pass the exam the first time?	❑
18	What do the center's post-training support programs offer?	❑
19	Is student financial assistance available?	❑
20	Are the center's training programs income-tax deductible?	❑