

Become one of the first Accredited Okta Sales Associates and demonstrate your Okta sales prowess. Our Sales Accreditation will validate your ability to pitch Okta products, tie Okta into your customers' strategic initiatives, and position Okta's Business Value as a differentiator.

What's required?

1. Register

Select the "Go-To-Market Plays and Business Value Sales Training" during your [Partner Summit registration](#), or register separately at <https://bit.ly/oktanesales>.

2. Pre-Work

Pre-work will be assigned to everyone who registers and includes:

- Company Opportunity Overview (20 minutes)
- Product Demonstration Whiteboards & Battlecards (30 minutes)
- Prospecting Okta Opportunities (10 minutes)
- Go-To-Market Plays Strategy (35 minutes)
- Understanding Okta Business Value (5 minutes)

3. Participate

Go-To-Market Plays and Business Value Sales Training

When: Monday, August 28th
9 a.m. – 11:15 a.m. PST

Learn Okta's GTM plays to align the sales conversation with customer strategy and initiatives, and discover how to leverage the Business Value of Okta in your sales cycle. The training will include overviews of each topic, along with interactive exercises enabling you to enhance your Okta sales motions with new GTM and BV resources. The Business Value section will also feature a demo of our Value Discovery tool.

4. Complete Assessment

Complete a short assessment at the end of the training session.

5. Attend Sessions

Attend [Partner Summit](#) and at least 6 [Oktane sessions](#) (including keynotes).

Questions?

Contact partnerenablement@okta.com