

# Sage Evolution ERP Premium

by Sage Pastel



## Sage Evolution Premium Sales Course Learning Unit 5.1

---

### Business Partner Training Curriculum

---

This comprehensive training course covers the recommended Sales methodology for selling Sage Evolution Premium product solutions.

---

### Entrance Requirements

---

Learners need to meet the following prerequisites before attending this Sage Evolution Premium course:

1. Sage Evolution Premium Practitioner Course (EPCP - Learning Unit 1)
2. Sage Evolution Premium Product Consultant Course (EPCP – Learning Unit 2)

If you are not yet competent in the required prerequisites, you must first complete the relevant courses before enrolling for this course. It is essential that the course prerequisites are met in order to avoid being asked to leave and the course fees being forfeited.



---

## Target Learners

---

If you want to acquire the required knowledge and skills to sell the Sage Evolution Premium product offerings, this course is for you.

---

## Training

---

This is an e-learning course only.

---

## Delivery Methods

---

The delivery method only includes:

- E-Learning

---

## Assessments

---

The assessment forms part of the course and has to be written within 6 months from the commencement date of your classroom training or self-study course. To make it easier for you, all the Sage Pastel assessments are now ONLINE. This means that you can write the assessment in your own time and in the comfort of your own home (as long as you have a computer with internet access).

Once you have completed a Sage Pastel training course, we would therefore encourage you to take the Sage Pastel competency assessment. Assessments are offered only in English and in an online environment.

How to register for your ONLINE assessment?

1. Visit the [www.pastel.co.za](http://www.pastel.co.za) or [www.sagepastel.com](http://www.sagepastel.com) website.
2. Select the Login to Sage Pastel Zones tab.
3. Select the Training Zone option.
4. If you have already created an online profile, log in with your user name and password.
5. If you do not have an online profile, click on the here link or the Create Personal Profile link to create your online profile.
6. Using the Serial Number that you received with your course material, select the Register Serial Number option. Enter the Serial Number and select the Register button.
7. Select the Write My Assessment option.
8. On the next screen, select your registered assessment.
9. Select the Start Assessment button.
10. Select the assessment link that displays in the new screen.
11. Read the assessment instructions and select the Let's begin button.

---

## Course Outline

---

This course will introduce and explain the recommended Sage Evolution Sales Methodology and product features, benefits and value propositions. This course includes documentation and templates to aid you in preparing for and executing a sales process.

---

## Booking process for South Africa, Lesotho and Swaziland

---

To book online please ensure that you have your ID number, Sage Pastel serial number and customer/pin number ready. If you are not currently a Sage Pastel user, all you need is your ID number.

### Step 1

Visit [www.pastel.co.za](http://www.pastel.co.za) and select the **Book Training** button on the homepage. Select "**Search for Training Event**". You will be prompted to select an **event type** or course. Select the event you want to attend from the drop down menu.

### Step 2

Select the **area** in which you would like to attend training, and then select the Search button. A list of possible dates and venues will display.

### Step 3

Select the **area and date combination** that is most convenient for you to attend training. A brief overview of the course with confirmation of price, availability and the venue will then be shown prior to you actually booking. You may now elect to book or to go back and select another event or a different venue.

### Step 4

If you are happy with your event, area and date, go to the **Book for event** box at the bottom of the page. Enter your ID number, Pastel serial number and customer/pin number.

### Step 5

You are now required to enter your **personal details**, including your reasons for attending the course and any food requirements you may have. On completion of this section you must submit your provisional booking. A pro-forma invoice will be generated, giving you a unique TRA booking number.

### Step 6

You have 2 days in which to **make payment** for this course and to send the proof of payment to Pastel. Fax numbers for our branches are as follows: Johannesburg – +27 11 304 3671; Cape Town – +27 21 522 7401; Durban – +27 31 537 7101. When sending through your proof of payment, please quote your **unique TRA booking number**.

### Step 7

Once payment has been confirmed, you will receive your course confirmation and a map to the selected training event. Should you wish to confirm your booking later, please return to [www.pastel.co.za](http://www.pastel.co.za), select the **Book Training** option and then select the **Confirm Booking/Event** button. By entering either your ID number OR unique TRA Number you will be able to verify the details of your booked event, the status of your payment, view your invoice and reprint your map.

**International Training:** To book for your Sage Pastel training, email [itraining@sagepastel.com](mailto:itraining@sagepastel.com).