

ORACLE®

UNIVERSITY

Statistical perspective - Global

- Years providing education services: 30
- Countries supported: 70
- Languages supported: 24
- Instructor-led course titles: 1,310
- Students trained per year: 5,20,000
- Worldwide locations: 446
- Classes per week: 670
- Oracle Education instructors: 600
- Oracle Education employees: 1,723
- Oracle Education partners: 512
- Oracle certified professionals: 390,000

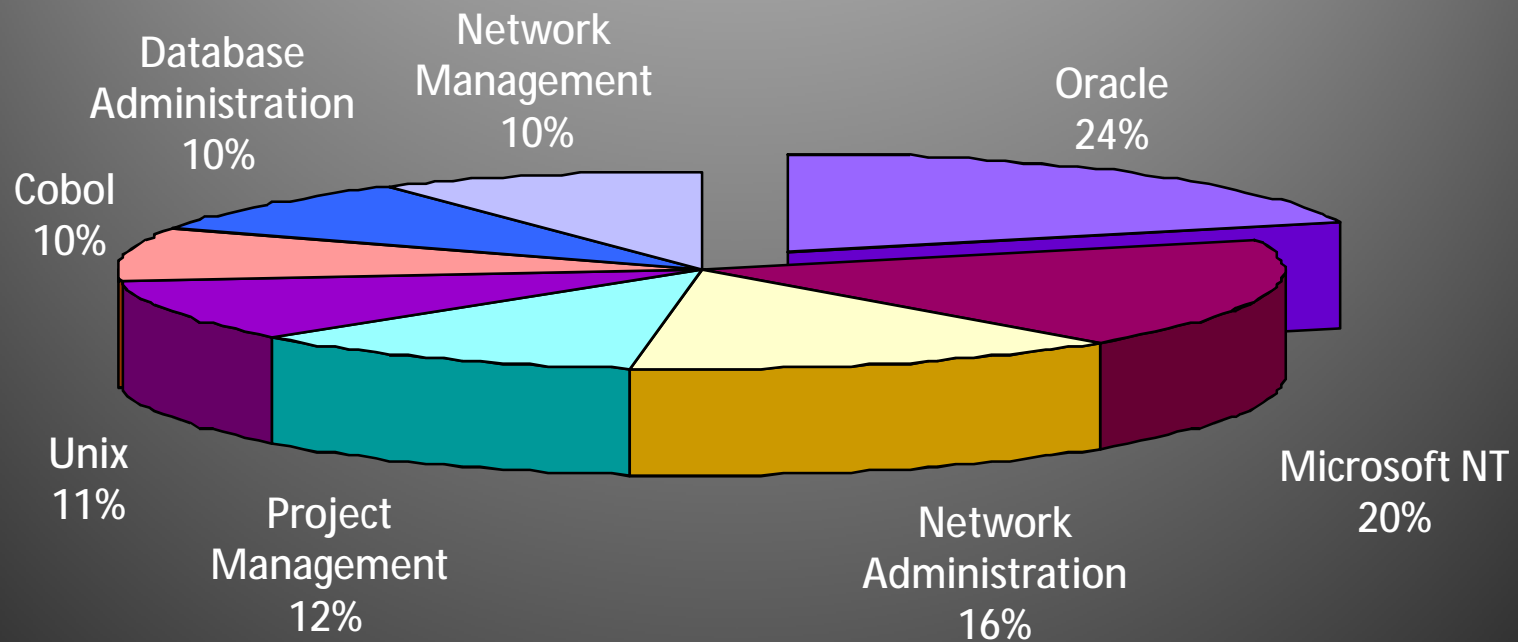
Why Oracle University?

- Proven Expertise
- Comprehensive & Specialized Offerings
- Multiple Learning Options
- Certification



Oracle Skills

– in high demand



“Oracle is the #1 skill sought by IT managers, and is the hardest to find.”

- Information Week Magazine

Popular Job Roles that use Oracle software

- *DBAs*
- *Application Developers*
- *Web Developers*
- *Consultants*
- *Trainers*
- *Applications Specialists*
- *Enterprise Solution Developers*
- *Web Server Administrators*
- *Data Warehouse / Business Intelligence*
- *Support Engineers*
- *System Integrators*
- *Implementation Specialists*
- *Database Analysts*
- *Oracle Partners, Resellers*
- *Java Programmers*

OCP: Employers Choice

“Hire the Best, Develop the Best”

- Certification ensures ROI by validating the knowledge gained in training
- Certified professionals handle 40% more support calls per day than uncertified counterparts
- Companies who advocate certification experience 49% less downtime
- For most, savings from increased effectiveness pay for cost of certification in less than 9 months

*Source: "Benefits and Productivity Gains Realized Through IT Certification,"
International Data Corporation

Benefits of Earning an Oracle Certification

IT Managers share insight on:

- **Improved Efficiencies***

- *Certified professionals handle more support calls*
- *Companies advocating certification report less downtime*

- **Employee Retention****

“The cost of replacing an IT professional is between 1-3 times that person’s salary”

*-- International Data Corporation (IDC),
“Benefits and Productivity Gains Realized Through IT Certification”

** www.cio.com “hot skills, cold cash”

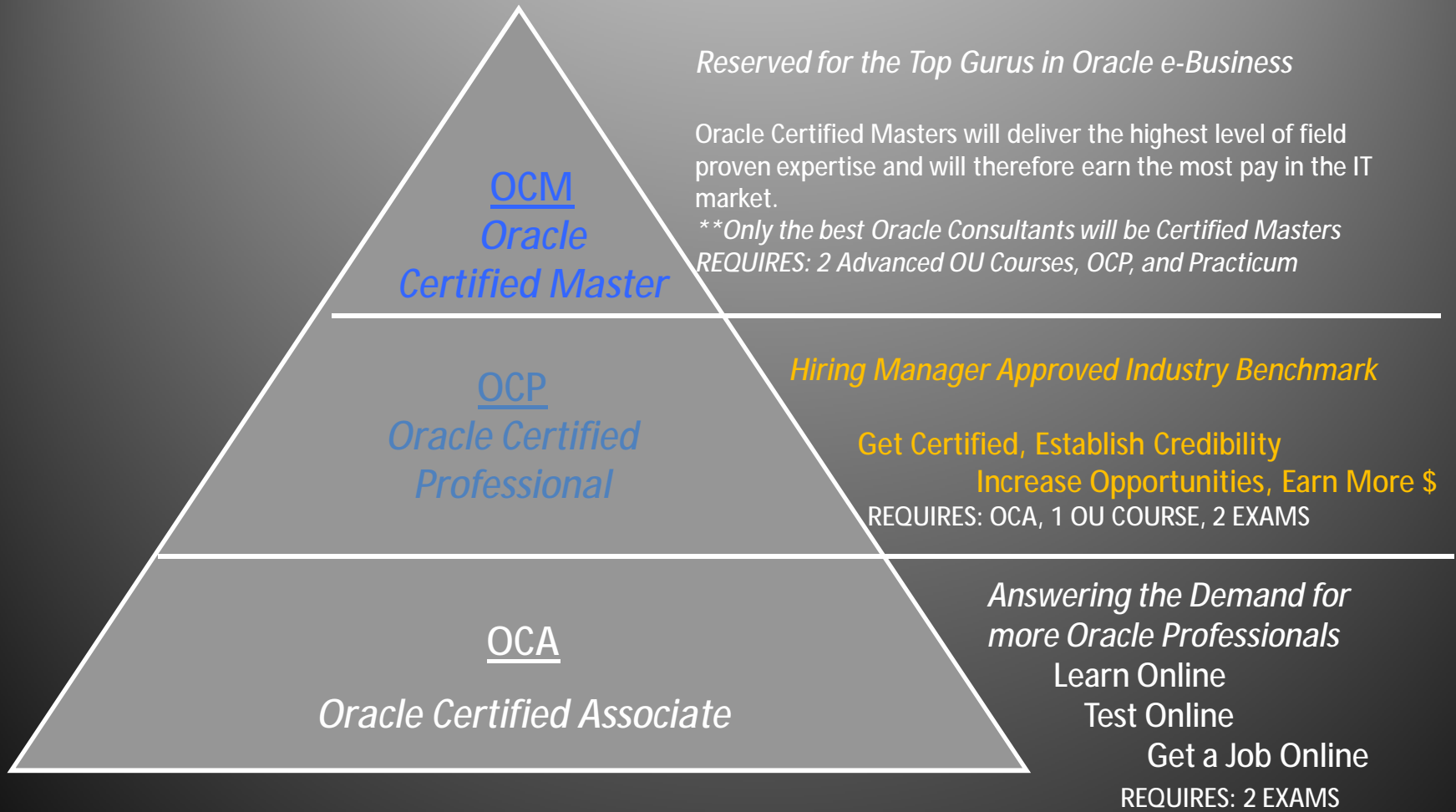
Oracle Certification Programs: Value to Partners and Students

ORACLE | CERTIFIED
ASSOCIATE

ORACLE | CERTIFIED
PROFESSIONAL

ORACLE | CERTIFIED
MASTER

Oracle Certification



Oracle Certification Value

More Opportunity, Higher Pay

- Increase Compensation / Salary
- Competitive Edge, Differentiation & Credibility = Job Opportunities
- Use of OCA, OCP, and OCM logos
- Oracle Certification recognized by employers as premium certification
 - Required for Many Job Opportunities
- Special Event Access
- Ability to join Member Community of more than 135,000 worldwide for Networking and continuous learning

Oracle University Value Proposition

- Offers a full range of services to help you maximize ROI and support employee development:
 - Customizable / flexible training plans
 - Customized self-study library configurations - Self Service CD's (SSCDs), Online Library
- Branding message - "Learn Oracle from Oracle":
 - Curriculum from the developers who built the software
 - All delivered by certified instructors with real-world Oracle implementation experience.

Oracle Certification Programme Value Proposition

Why Get Certified – IT Market Adaptation

Adaptation to current
IT landscape

Differentiation – Job
Credibility

Oracle Certification meant to:

- Increase IT professional productivity
- Increase security by a better understanding and management of system default
- Give a broader range of skills to the IT professional to increase flexibility / adaptation, and to avoid hiring new workers in a cost-control and offshoring context)
- Allow a global IT knowledge and continuing-education policy, matching business market requirements

Oracle Certification Programme Value Proposition

Why Get Certified – Professional Productivity

Adaptation to current IT landscape

– Certified professionals handle 40% more support calls per day than uncertified counterparts*

Differentiation – Job Credibility

– Companies who advocate certification experience 49% less downtime*

– For most, savings from increased effectiveness pay for cost of certification in less than 9 months*

– 89 % of OCPs themselves say... That they gained more confidence in their Oracle expertise and ability to troubleshoot the system they support**

** [OCP Survey Results - Oct / Dec 2002](#)

**Source: "Benefits and Productivity Gains Realized Through IT Certification,"

Oracle Certification Programme Value Proposition

Why Get Certified – Market Recognition

Market Recognition

- Increased Validity of Oracle Certification as a tool used for making accurate hiring decisions
- Aligned credentials for job roles, which makes it easier to understand skills requirement for an open position
- OCA used to qualify entry level personnel and as a skill assessment
- OCP as the industry leading credential for hiring decisions of full time DBAs from intermediate to advanced
- OCM as a performance based benchmark for use in hiring senior level Oracle DBAs & project consultants

Oracle Certification Programme Value Proposition

Why Get Certified - Benefits / DBA main duties

DBA's duties mainly include some or all of the following:

Why Certification credential fits – and how:

Designing, modeling and implementing databases

Maintaining and updating database contents

Backing up and restoring databases

Designing, generating and updating reports

Data-mining operations

Study is needed to digest a large body of knowledge, information and skills. College-level courses and Certification are beneficial

More **hands-on** oriented duty, but focuses on running set of commands and operations that Certification helps acquire and memorize



ORACLE®

presents

Workforce Development Program @ Academia

ORACLE WORKFORCE
DEVELOPMENT PROGRAM

Oracle University

Mission :

**To help Oracle Students learn and adopt
Oracle technology**

Oracle University

Courses under Work Force Development Program :

- **Database Administrator** (9i Administrators)
- **Forms Developer** (9i Developer)

Oracle University

Methodology :

Instructor Led Training – Line & Live

Oracle 9i DBA Track

- Introduction to 9i SQL
- Oracle9i Database Administration Fundamental I
- Oracle9i Database Administration Fundamental II
- Oracle9i Database Performance Tuning

Steps to Get Started

1. Select a training path befitting your career
2. Address your skill gaps with training and practice
3. Earn a credential to establish credibility for your skill level (OCP)



ORACLE CERTIFICATION

ORACLE WORKFORCE
DEVELOPMENT PROGRAM

ORACLE - Focus on Industries

- Aerospace & Defense
- Automotive
- Communications
- Consumer Products
- Chemicals
- Education & Research
- Engineering & Construction
- Financial Services
- Healthcare
- High Technology
- Industrial Manufacturing
- Life Sciences
- Media & Entertainment
- Natural Resources
- Oil & Gas
- Professional Services
- Public Sector
- Retail
- Travel & Transportation
- Utilities

ORACLE EDUCATION



Why Oracle Education?

- Top Reasons

- 100% student satisfaction
- Learn technology from the source
- Instructor quality and expertise – Partner Network
- Largest selection of Oracle courses
- Oracle certification – Benchmark in the industry, ahead of the peers
- Global training — Global Methodology, Global courseware
- Job role training: from administrator to end user
- Integrated solutions: Oracle, PeopleSoft, Siebel, JD Edwards, and industry applications.

Oracle Education – Global Customers

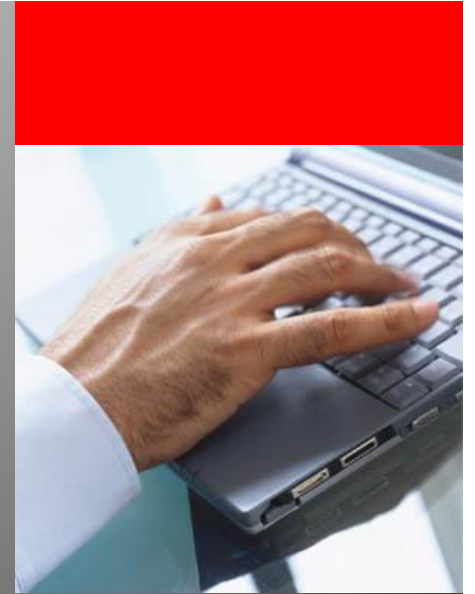
- Accenture
- AT&T
- Boeing
- California State University
- Cingular Wireless
- Citigroup
- Cox Enterprises
- Deloitte & Touche
- FedEx Corp
- General Electric
- Hewlett Packard
- JPMorgan Chase
- Lockheed Martin
- Merck & Co
- Motorola
- Northrop Grumman
- Raytheon
- Sprint Nextel
- State of New Mexico
- Time Warner
- Unisys
- Verizon Communications
- Wellpoint
- Wells Fargo & Company

and the list goes on...

100% Student Satisfaction

Oracle University is committed to providing students with a world-class training experience.





Workforce Development Program



Objectives:

- To allow for easy and low-cost access to Oracle training in local communities across the country.
- To prepare students for Oracle certification exams.
- With the widely acclaimed credential of Oracle certification, WDP students are readied for a variety of entry-level Oracle job-roles as well as career advancement.

Why learn Oracle Technology from Oracle Experts?

- **Highly flexible:** Learning methods to meet your business need, budget and schedule. In class, CD ROM, On demand web based trainings available
- **Presented by real-world experts:** Certified Instructors with real world experience who have trained 900,000 + students
- **Fully customized to meet your needs**

Contd.....

Why learn Oracle Technology from Oracle Experts?

- Quality: 95+% Instructor Satisfaction Certification: In depth preparation of Oracle certification exams
- Certification: In depth preparation of Oracle certification exams
- Over 1300 In class training

ORACLE CERTIFICATION

Oracle WDP Program – Two tracks of certification:

- Database Administrator -9i Administrator
- Form Developer - 9i Developer

Highlights:

- 3,90,000 Oracle Certified professionals worldwide.
- 55% of total Oracle Certified Professionals from India.
- Over 88% of OCPs agree that they are better qualified to manage more complex issues and projects because they are Oracle trained and certified.
- Oracle® Technology Network Community Surpassed Four Lakh Members in India.○

Benefits Of Certification

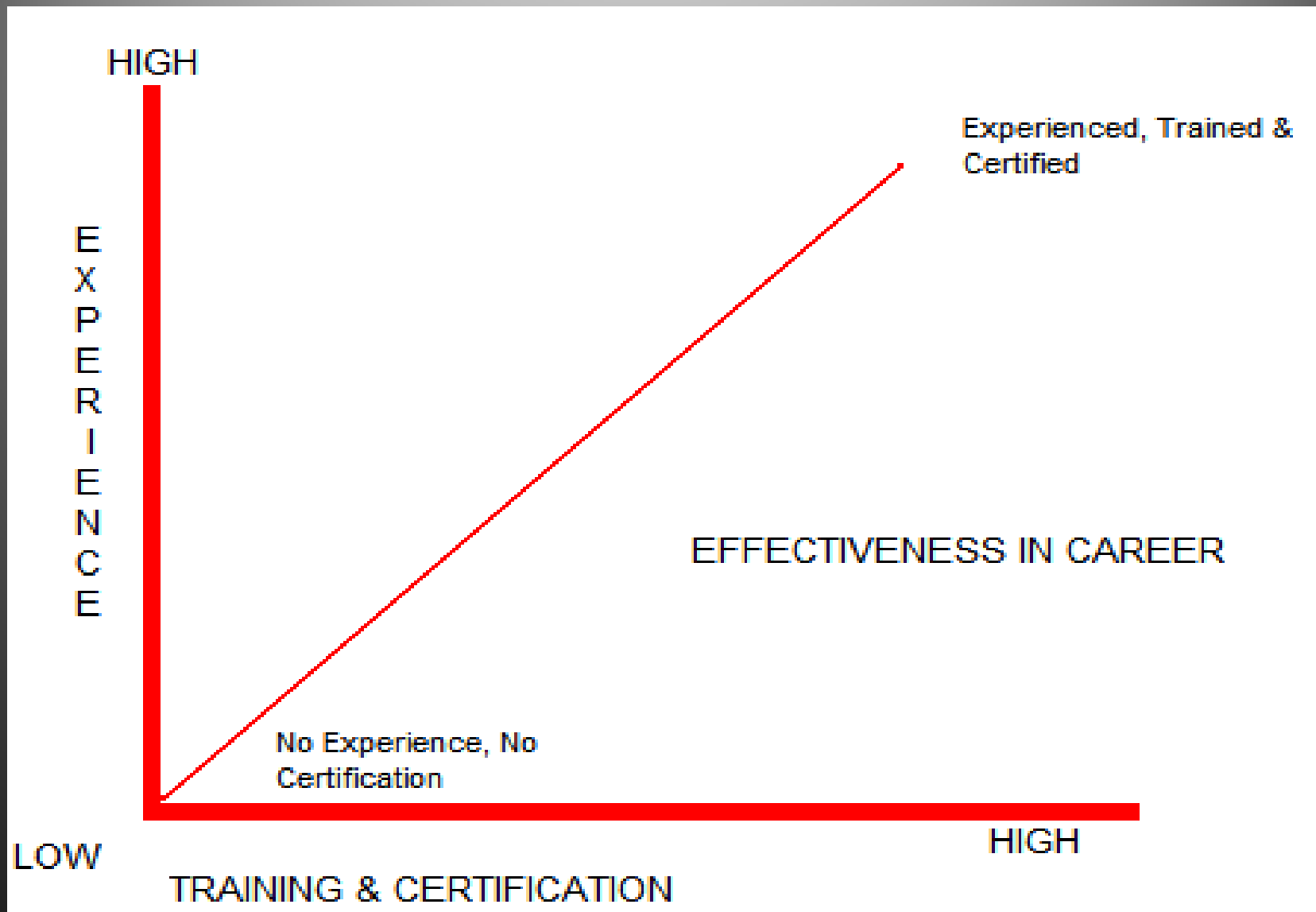
Demonstrate Skill

- Certifies your DBA skills with a world leading database
- Shows your depth of knowledge
- Demonstrates your Oracle DBA expertise in tuning and troubleshooting
- Proves your ability to keep a corporation's database running reliably and at peak performance

Enhance Employment Opportunity

- Increases your earning potential
- Opens up careers in one of the hottest job markets
- Shows a measure of professional skill
- Industry now requires certification
- Increases job security.

VALUE OF CERTIFICATION



Why employers prefer an OCP candidate while hiring?

- OCP is valuable to hiring managers who want to distinguish among candidates for critical IT positions.
- For companies that send employees for annual IT training, certification helps ensure a return on the training investment by validating the knowledge and understanding gained during training sessions.
- Companies combine certification with an employee development program to enhance employee loyalty and performance on the job. Hiring certified professionals can have a direct impact on a company's success.
- IT professionals can differentiate themselves from their peers or competition and gain valuable job security by earning an OC.

How is OCP measured in the industry?

- OCPs were found to earn the highest average salaries as compared to any other DBA or Developer professionals.

-<http://www.certmag.com>

- Hiring certified professionals has a direct impact on a company's bottom line, as these conclusions from a research study by International Data Corporation.

-www.oracle.com/education/certification

- Certification magazine found that Oracle CP's headed the list for receiving the biggest increase in salary as a result of obtaining certification.

- www.smart-soft.co.uk

- "We have over 26,000 vacancies on our site and roughly 10 percent of them have cited certification as one of the key requirements of the position."

-Dhruv Shenoy, VP- Marketing, Monster India

Survey Feedback

Based on the responses of 101,000 Oracle Certified Professionals:

1. 90.4% of OCPs state that being Oracle certified has improved their job opportunities.
2. 89% of OCPs express that OC has directly impacted their ability to provide better customer service.
3. 88.6% of OCPs agree that because of their Oracle Certification, they are better qualified to handle more complex job-related issues and projects.
4. 90.3% of OCPs assert that Oracle Certification has improved their professional credibility.

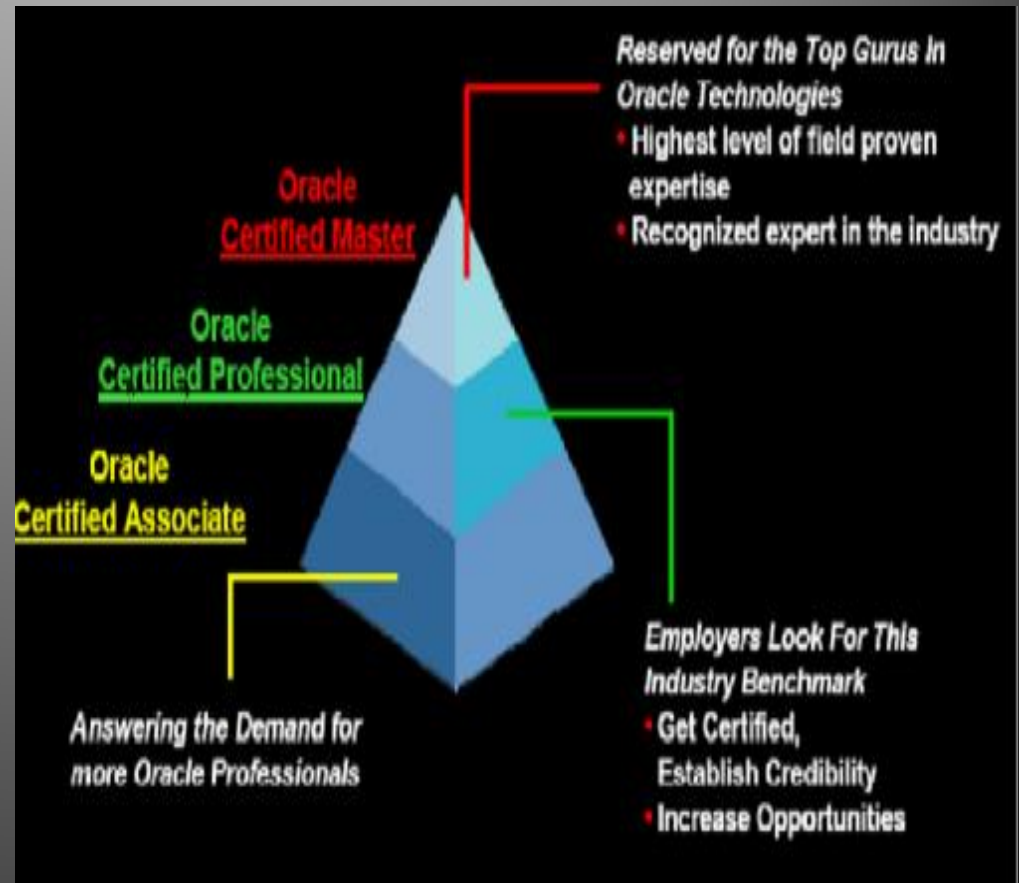
Oracle Certification- Value Proposition



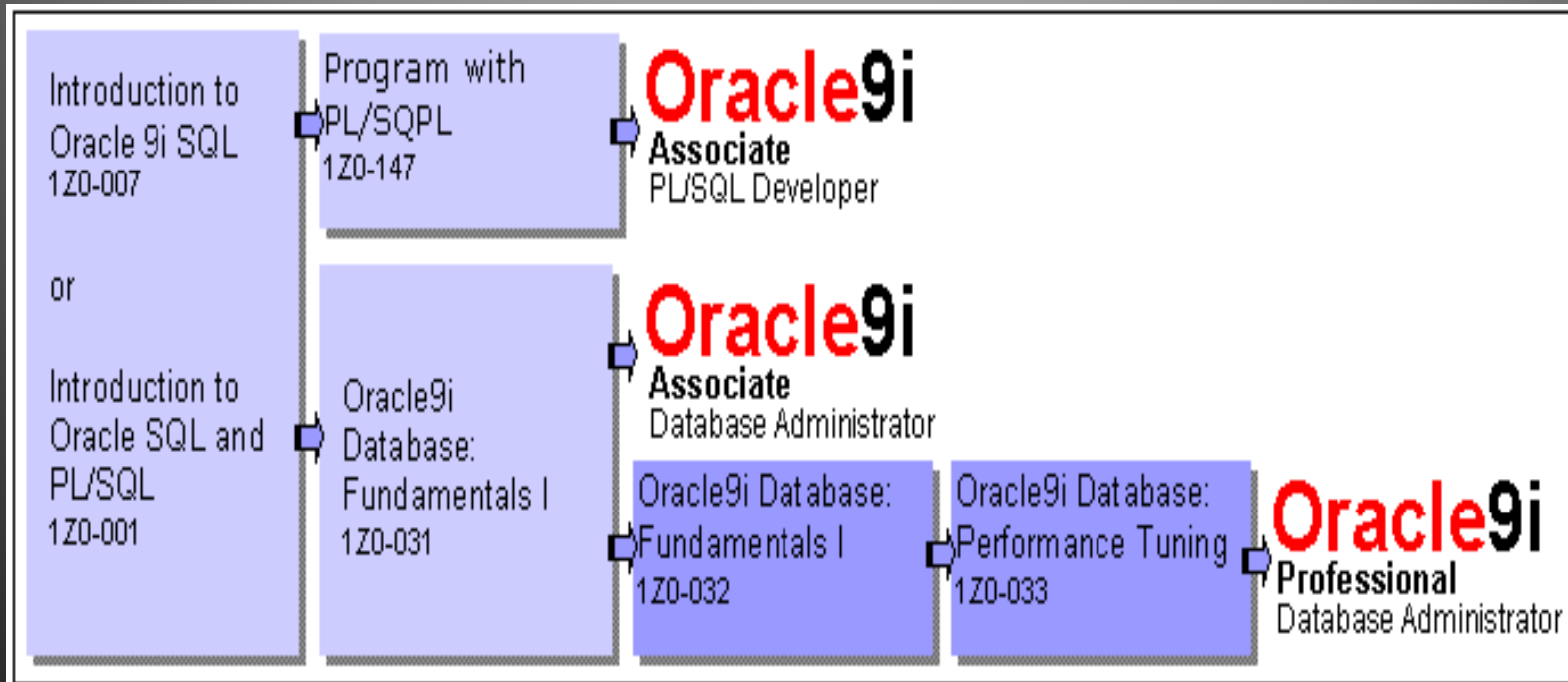
Oracle 9i Certification -

Intended to measure the technical proficiency of database administrators utilizing the industries most advanced information systems.

There are three specifications within the certification- [OCA](#), [OCP](#) and [OCM](#).



Oracle Certification Path



WDP – Benefits to the Students

- Oracle training to students of the college
- Courseware from Oracle
- Hands on experience on Oracle Software
- Special online OCP examination fees
- Participation certificate after completion of each module

For More Information

search

<http://education.oracle.com>



KOUSTUV GROUP

PARTENRING WITH

The Oracle logo is displayed in a bold, red, sans-serif font. The word "ORACLE" is followed by a registered trademark symbol (®). The logo is centered within a black rectangular background.

ORACLE®

ORACLE MODULES AT KGI

- Introduction to Oracle 9i: SQL
- Oracle 9i PL/SQL
- DBA Fundamentals-I
- DBA Fundamentals-II
- Performance Tuning

Why Oracle at KGI?

At Koustuv Group :

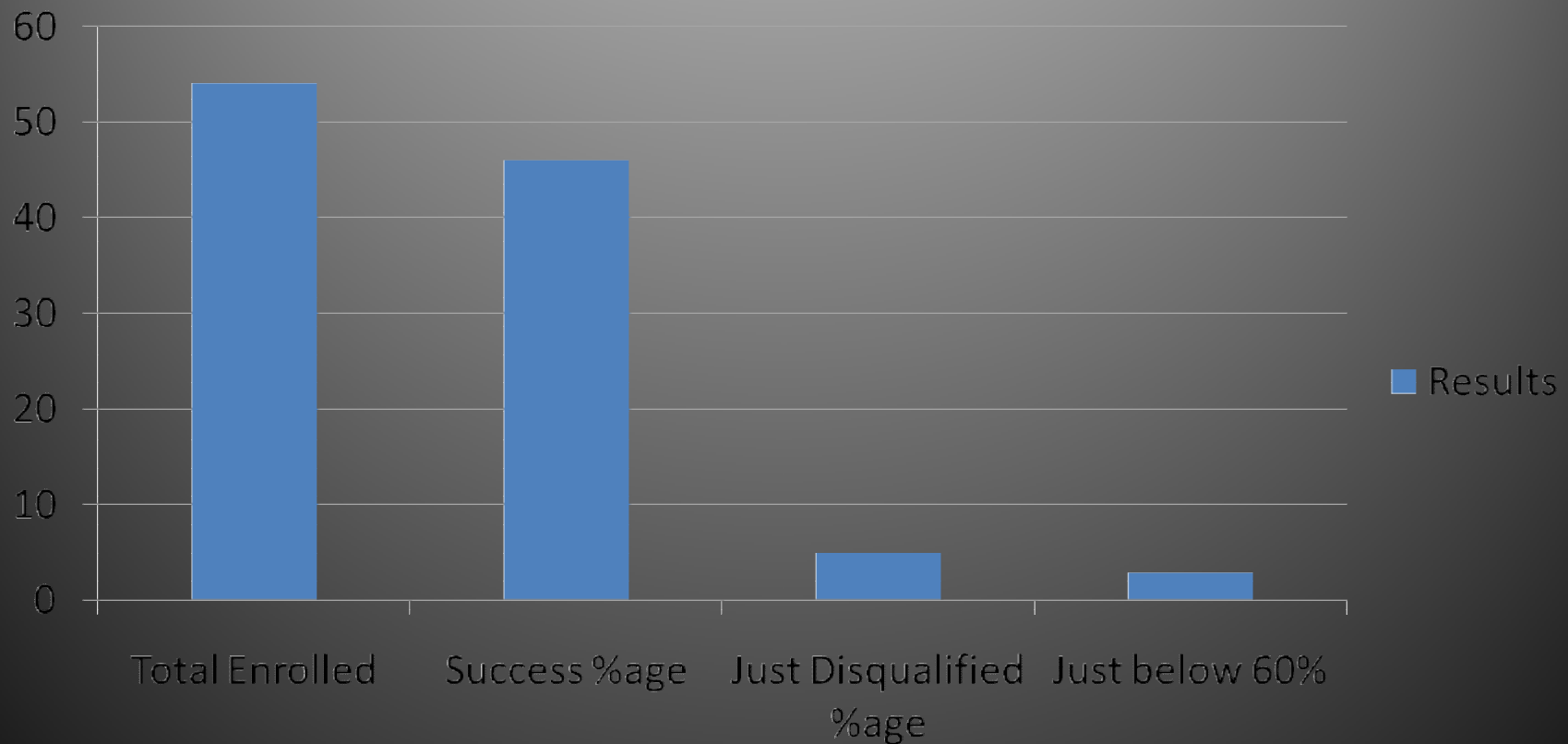
- Certified Trainer
- Duration of each module is 60 hrs.
- Original Press Materials.
- Participation certificate for each module.
- Extra classes before online exam.
- Online Mock Test.
- In house online exam facility.
- Discount on online exam fees.

Other Oracle Authorized centers

- Certified Trainer
- Duration of each module is 40 hrs.
- Original Press Materials.

Success Stories of Previous Batch

Results



Oracle Course And Fee Structure

Sl No	Module	Duration (in Hrs.)	Course Fees (IN Rs.)	Regd. Amt. (IN Rs.)
1	SQL	60	4,000	500
2	PL/SQL	60	4,000	500
3	SQL & PL/SQL	120	7,500	500
4	DBA Fundamentals I	60	5,000	500
5	DBA Fundamentals II	60	5,000	500
6	Performance Tuning	60	5,000	500

For Further Details Contact T&P Cell, KOUSTUV GROUP @ 0674-2742866

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