

# Prolog Sales Certification (Part 1)

Education Services

## Description:

The Prolog Sales (Part 1) Certification program is designed for Meridian and Channel Partner sales employees. Obtaining certification demonstrates your proficiency in multiple phases of the Meridian Sales Process: Qualification Management, Requirements Gathering, Account Strategy, Demonstrating Value, Close and Transition. It also validates your ability to effectively demonstrate Prolog Manager to potential clients.

## Pre-Requisites:

- An understanding of the AEC industry
- Experience in direct or inside sales
- Working knowledge of Prolog Manager or completion of the Prolog Essentials class
- Read *Demonstrating to Win!: The Indispensable Guide for Demonstrating Software* book by Robert Riefstahl
- Read *Construction Management Jump Start* book by Barbara J. Jackson

## Content:

To obtain Prolog Sales Certification, you are required to **attend Prolog Sales Training (Part 1)** where you will complete the following:

1. **Multiple Choice Test on Meridian Key Messaging**
2. **Live Demonstration** of standard Prolog Manager demo to your colleagues

## Objectives:

Upon completion of this program participants will demonstrate the level of knowledge necessary to effectively quality prospects, gather requirements, design account strategy, demonstrate the value of Prolog, and finally to close the deal and transition the account over to Professional Services.. Participants will receive verification that he/she is a Prolog Sales (Part 1) Certified and will also be registered in the Meridian Systems database for future reference and verification.

## Access:

Check the [Class Calendar](#) for dates when **Prolog Sales Training (Part 1)** will be offered and then contact Meridian Education Services at [Education@meridiansystems.com](mailto:Education@meridiansystems.com) to sign up.

## Supplemental Resources:

- Prolog 2008 Introductory Video: request from Meridian Education Services at [Education@meridiansystems.com](mailto:Education@meridiansystems.com)
- Books available for purchase on line
  - [Demo2Win!](#)
  - [Construction Management Jump Start](#)