

OPPORTUNITY AT-A-GLANCE: Becoming an Instructor Training Center (ITC)

The considerations below are provided to help your institution determine its future role in Cisco Networking Academy.

Considerations	More details	What may help
1. Read and understand the ITC qualification requirements	<p>An ITC needs to have:</p> <ul style="list-style-type: none"> At least one qualified instructor trainer having passed the Instructor Trainer Qualification (ITQ) for at least one Cisco course offering and who would be responsible for: <ul style="list-style-type: none"> providing instructor training and technical support to the academy community providing technical support to associated instructors during their first year of teaching 	<ul style="list-style-type: none"> Review <i>Membership Guide</i>
2. Assess your potential to meet the minimum requirements	<ul style="list-style-type: none"> Identify potential instructor trainer candidates for your institution Work with your CSR Manager or Technical Manager to determine a timeframe for the candidate(s) to complete the ITQ Determine the instructor training needs in your area. Ensure that you meet the basic qualification requirements Discover what will provide unique value to your community. 	<ul style="list-style-type: none"> Survey your academies Review <i>Membership Agreement</i> List key differentiators
3. Partner to better serve your community	<p>Who can help provide a combined suite of offerings to cover the needs of your community?</p>	<ul style="list-style-type: none"> List potential candidates
4. Make sure you have a viable business model	<ul style="list-style-type: none"> Understand your costs and ROI. How can you become a sustainable ITC? 	<ul style="list-style-type: none"> Get help from your AAM/CSR Manager
5. Develop a plan to maintain/improve quality	<p>List steps you can take to maintain/improve the quality of your services.</p>	<ul style="list-style-type: none"> Survey your academies Consult with your AAM/CSR Manager Review quality requirements
6. Secure institution leadership and government sponsorship	<p>Develop a marketing campaign to secure influential regional institution leaders who will help spread the word about your ITC.</p>	<ul style="list-style-type: none"> List potential sponsors Develop a PR campaign
7. Complete <i>Apply to Become an ASC/ITC</i> form in NetSpace	<ul style="list-style-type: none"> Be sure to differentiate your application. What ongoing problems can your ITC tackle in the future? 	<ul style="list-style-type: none"> Consult with your AAM/CSR Manager