



Learning Path Checklist

Newest Solutions Partner Certifications

SAVE this checklist on your computer so your progress is saved as you complete each step.

Find all of HubSpot Academy's newest certifications meant specifically for Solutions Partners in the Newest Solutions Partner Certifications learning path.

Learning Path Details

Estimated time to complete: 12 hours

Experience Level: Intermediate

This path is for:

- HubSpot Solutions Partners who want to deepen their skills with HubSpot Academy's newest Partner certifications.

Learning Path Curriculum

| Step | Training | Details |
|---|---|--|
| Step 1 <input type="checkbox"/> | HubSpot Solutions Partner <i>New Updates!</i> The set of lessons in this certification course will act as your orientation into HubSpot's Solutions Partner Program. Learn about the details of the program, the criteria for growth within the program, how to build a menu of partner services, how to build a repeatable sales model, and what additional education is at your finger tips. | Certification 10 Lessons 28 Videos (6 Hours) |
| Step 2 <input type="checkbox"/> | Objectives-Based Onboarding This certification offers a deep dive into becoming a strategic advisor, project manager, and growth planner when executing the Objectives-Based Onboarding methodology for HubSpot Solutions Partners. Learn how to how onboard your customer as HubSpot does by making your customer's priorities, your priorities during onboarding, so that you can both accomplish your goals faster. | Certification 6 Lessons 9 Videos (2 Hours) |



WORLD CERTIFICATION WEEK

Grow your career, transform the world.

| Step | Training | Details |
|---|---|---|
| Step 3 <input type="checkbox"/> | Marketing Hub Demo Say goodbye to one-size-fits-all demos for your prospects! Instead, inspire them with a value-based Marketing Hub demo. We have collected tips, tricks, and best practices from HubSpot demo experts to empower you to run an effective and engaging discovery call and set up a customizable HubSpot demo portal. You'll learn how to inspire the prospect with your unique services and a tailored Marketing Hub demo that addresses your prospect's most critical challenges and goals, anticipate and manage prospect objections, and follow up with intention. | Certification 6 Lessons 23 Videos (2 Hours) |
| Step 4 <input type="checkbox"/> | Marketing Hub Implementation Sell, project manage, and enable long-term growth for your clients by implementing Marketing Hub. | Certification 3 Lessons 14 Videos (2 Hours) |

CONGRATULATIONS from HubSpot Academy on completing the Newest Solutions Partner Certifications Learning Path!