



# Becoming A Cisco Networking Academy

## Frequently Asked Questions

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## Becoming A Networking Academy

### Q1. Why should my organization become a Cisco Networking Academy?

A. When you partner with Cisco Networking Academy, you align your organization with an IT leader in the technologies that matter most – Networking, Programmable Infrastructure, and Cybersecurity. You are backed by a global technology leader that offers the largest and longest running educational program of its kind – over 30 courses, in over 180 countries, in up to 25 languages, self-paced or in-person classes, powered by a robust education platform, NetAcad.com.

And while many organizations are looking to profit by selling their curriculum, Networking Academy is part of Cisco Corporate Social Responsibility – an organization with a mission to positively impact the lives of people, society, and the planet. By providing our IT education, the education platform that hosts the courses, resources, and student-career building and job matching programs free-of-charge, we help people launch IT careers, start businesses, and solve problems locally and globally.

In the last 20+ years, we've educated more than **10.9 million students worldwide** -- and we're prepared to scale as the need for IT professionals grows exponentially. When you partner with Cisco Networking Academy, you offer an exciting career for your instructors and a meaningful future for your students and the community they live in.

### Q2. What is involved in becoming a Cisco Networking Academy?

A. If you choose a Career curriculum, there are six general steps involved in becoming a Cisco Networking Academy. There are fewer if you choose to offer Explore courses.

The steps for a Career curriculum are:

1. Choose your course or courses that contribute to your learning path
2. Get buy-in or agreement from your organization to offer the courses and join the program
3. Apply to become a Cisco Networking Academy  
*If you are approved into the program, then the following apply.*
4. Arrange to have your instructors trained on the course content, if applicable to the course chosen
5. Obtain lab and classroom equipment, if applicable for the course chosen.
6. Create and launch your first Networking Academy course!

If you choose an Explore curriculum, which are mainly introductory courses, then obtaining equipment and training instructors is not necessary (Networking Essentials is the exception). See [Table 1](#) to determine which courses are within the Career or Explore tracks.

### Q3. Is joining the Cisco Networking Academy free?

A. While the Cisco Networking Academy is free to join, depending on the course or courses chosen, you may need to purchase equipment and you may need the support of an Academy Support Center (ASC) to get up and running. Some ASCs provide services on a per-incident fee basis while other ASCs provide an annual fee for a general list of services.

### Q4. What documents do I need to apply to the Cisco Networking Academy program?

A. The legal documents that constitute your agreement to join the Cisco Networking Academy are:

1. **Cisco Networking Academy Agreement** which is the overarching agreement that references the Membership Guide and the Terms & Conditions. This document is electronically signed.
2. **Cisco Networking Academy Membership Guide** details the Networking Academy Program including roles and responsibilities.
3. **Terms and Conditions** for use of Cisco Networking Academy sites and services covers ownership, licensing, indemnification, and other general terms.



### Q5. What are the instructor qualifications required for teaching Networking Academy courses?

A. Instructor-teaching qualifications vary depending on the course or courses selected. The courses listed below require accreditation or instructor training to ensure quality learning outcomes for your students. We also recommend completing the free online Academy Orientation course for helpful information in setting up courses and using the education platform, NetAcad.com. See [Table 1](#) for more information on training and equipment requirements detailed by course.

#### Courses Requiring Instructor Training

- Networking Essentials
- IT Essentials
- CCNA
- CCNP Routing and Switching
- IOT Fundamentals (self-paced training option available)
- CCNA Cybersecurity Operations
- CCNA Security
- Emerging Technology Workshops

## Equipment

### Q6. What equipment is required for teaching Networking Academy courses?

A. Equipment required for teaching Networking Academy courses varies depending on the course or courses chosen. Equipment is provided at a significant discount for use in your classroom. Many of the Explore courses do not require equipment due to the introductory nature of the lessons and the online delivery method. (Networking Essentials is the exception). See [Table 1](#) for equipment guidelines detailed by course.

### Q7. How do I order lab equipment?

A. Contact a local Cisco Reseller Partner of your choice for equipment pricing and order fulfillment. Use the [Partner Finder](#) to find a reseller near you. Additionally, consider working with an Academy Support Center (ASC) who can help you choose the best way to secure equipment needed for your location. They may offer loaner equipment or used equipment options.

### Q8. Are there any discounts for buying equipment?

A. Yes, discounts for Cisco equipment needed for Networking Academy courses and labs are available when purchased through a Cisco Reseller Partner. Use the [Partner Finder](#) to find a Cisco Reseller Partner near you.

### Q9. What is Cisco Packet Tracer?

A. Cisco Packet Tracer is a powerful networking simulation tool that Cisco developed for Networking Academy students. It supplements physical equipment in the classroom by allowing students to create a virtual network with a nearly unlimited number of devices. It allows for practice, along with developing discovery and troubleshooting skills by allow students to ask "what if" questions.

Packet Tracer software is used in a number of Networking Academy courses and is available to download free-of-charge. It is only available for use in a non-commercial, non-production training environment. Packet Tracer may only be used to educate students enrolled in Cisco Networking Academy courses.

**Table 1 – Course, Training, and Equipment Matrix**

COURSE TITLE	TRAINING REQUIRED	EQUIPMENT REQUIRED
<b>EXPLORE - NETWORKING</b>		
Networking Essentials	Yes	Dedicated classroom with reliable internet plus required equipment (example below may vary by country):



		<ul style="list-style-type: none"> <li>• Free Cisco Packet Tracer simulation software</li> <li>• Cisco ISR 4221 (2GE, 2NIM, 8G FLASH, 4G DRAM, 1 PB) (Qty 1)</li> <li>• Catalyst 2960 24 10/100 + 2 1000BT LAN Base Image (Qty 1)</li> <li>• Wireless N-Router (b/g/n Wi-Fi) with Simultaneous Dual-Band, MIMO antenna array for expanded high speed coverage and reliability, 4 Gigabit Ethernet Ports, support for IPv6, WPA2 encryption and SPI Firewall, Quality of Service (QoS) (Qty 1)</li> <li>• Desktop PCs (MS Windows 10 or later) (Qty 2)</li> <li>• Wireless LAN Adapters for the client PCs (Qty 2)</li> <li>• Smartphone or tablet as a host device</li> <li>• RJ-45 connectors</li> <li>• RJ-45 crimping tool</li> <li>• Wire cutter</li> <li>• Wire stripper</li> <li>• Ethernet cables and Serial Cables as required</li> <li>• Freeware Terminal client for PCs (e.g. PuTTY) (Qty 2)</li> </ul>
<b>EXPLORE - CYBERSECURITY</b>		
Introduction to Cybersecurity	No	None
Cybersecurity Essentials	No	Free Cisco Packet Tracer simulation software
<b>EXPLORE - IOT</b>		
Introduction to IoT	No	Free Cisco Packet Tracer simulation software
<b>EXPLORE - GENERAL</b>		
Get Connected	No	None
Introduction to Packet Tracer	No	Free Cisco Packet Tracer simulation software
NDG Linux Unhatched	No	None
Entrepreneurship	No	None
<b>CAREER - NETWORKING</b>		
CCNA	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• 1 x Wireless router (generic brand) with WPA2 support. Note: Wireless router is required for course #2 - Switching, Routing, and Wireless Essentials (SRWE)</li> <li>• 2 x Catalyst 2960 Plus 24 10/100 + 2T/SFP LAN Base Image</li> <li>• 2 x Cisco ISR 4221 (2GE, 2NIM, 8G FLASH, 4G DRAM, IPB) See note above regarding IOS-XE image.</li> <li>• 1 x (optional) PC acting as an application server (MS Windows Server or Windows 7 or later)</li> <li>• 3 x Desktop PCs acting as clients (MS Windows 7 or later)</li> <li>• 2 x Wireless LAN Adapters for the client PCs</li> <li>• Free Cisco Packet Tracer v7.3</li> <li>• Tera Term source SSH client software for lab PCs</li> </ul>



		<ul style="list-style-type: none"> <li>• Oracle VirtualBox, most recent version.</li> <li>• Wireshark version 2.5 or higher</li> <li>• Open-source server software: For various services and protocols, such as Telnet, SSH, HTTP, DHCP, FTP, TFTP, etc.</li> </ul>
CCNP Routing & Switching	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <p>ROUTE</p> <ul style="list-style-type: none"> <li>• Cisco ISR 4221 SEC Bundle with SEC license (Qty 4)</li> <li>• 2-Port Serial WAN Interface card (Qty 5)</li> <li>• V.35 Cable, DTE Male to Smart Serial, 10 feet (Qty 5)</li> <li>• V.35 Cable, DCE Female to Smart Serial, 10 feet (Qty 5)</li> <li>• Catalyst 2960 24 10/100 + 2 1000BT LAN Base Image (Qty 1)</li> <li>• PCs acting as clients/servers (Qty 4)</li> <li>• Ethernet cables (Qty 3)</li> <li>• Ethernet cables (x-over) (Qty 4)</li> </ul> <p>SWITCH</p> <ul style="list-style-type: none"> <li>• Cisco Catalyst 3650 24 Port Data 4x1G Uplink IP Services (Qty 2)</li> <li>• Catalyst 2960 24 10/100 + 2 1000BT LAN Base Image (Qty 2)</li> <li>• PCs acting as clients/servers (Qty 4)</li> <li>• Ethernet Cables (Qty 4)</li> <li>• Ethernet Cable (x-over) Qty 12)</li> </ul> <p>TSHOOT</p> <ul style="list-style-type: none"> <li>• Cisco ISR 4221 SEC Bundle with SEC license (Qty 3)</li> <li>• 2-Port Serial WAN Interface card (Qty 3)</li> <li>• V.35 Cable, DTE Male to Smart Serial, 10 feet (Qty 3)</li> <li>• V.35 Cable, DCE Female to Smart Serial, 10 feet (Qty 3)</li> <li>• Cisco Catalyst 3650 24 Port Data 4x1G Uplink IP Services (Qty 2)</li> <li>• Catalyst 2960 24 10/100 +2 1000BT LAN Base Image</li> <li>• PCs acting as clients/servers (Qty 3)</li> <li>• Ethernet Cables (Qty 6)</li> </ul>
<b>CAREER - CYBERSECURITY</b>		
CCNA Security	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• Cisco ISR 4221 SEC Bundle with Security License (SL-4220-SEC-K9) (Qty 3)</li> <li>• 2-Port Serial WAN Interface card (Qty 3)</li> <li>• V.35 Cable, DTE Male to Smart Serial, 10 feet (Qty 3)</li> <li>• V.35 Cable, DCE Female to Smart Serial, 10 feet (Qty 3)</li> <li>• Catalyst 2960 Plus 24 10/100 + 2T/SFP LAN Base (Qty 3)</li> <li>• ASA 5506-X with FirePOWER services, 8GE, AC, 3DES/AES (Qty 1)</li> <li>• Free Cisco Packet Tracer simulation software</li> </ul>



CCNA Cybersecurity Operations	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• Host computer using 64-bit processor with at least 8 GB of RAM and 45 GB of free disk space</li> <li>• Latest version of <a href="#">Oracle VirtualBox</a></li> <li>• Free Cisco Packet Tracer simulation software</li> </ul> <p>Alternatively, cloud-based NDG NetLab+ is available instead of purchasing hardware. The instructor chooses between multiple per-student fee options based on the length of time needed to complete the class labs, detailed below. The fee covers all 37 cybersecurity operations labs within the course.</p> <ul style="list-style-type: none"> <li>• \$11.95 for one-month access</li> <li>• \$29.95 for 3-month access</li> <li>• \$39.95 for 6-month</li> </ul>
IoT Security	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• Connecting Things course equipment list; plus</li> <li>• <a href="#">FTDI Breakout Basic Breakout 3.3V</a> or <a href="#">USB to TTL Serial 3.3V Cable</a></li> </ul>
<b>CAREER - PROGRAMMABLE INFRASTRUCTURE</b>		
IoT Fundamentals: Connecting Things	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• <a href="#">SparkFun Raspberry Pi 3B+ Starter Kit</a></li> <li>• <a href="#">SparkFun Tinker Kit</a></li> <li>• <a href="#">Flex Sensor 2.2"</a></li> <li>• <a href="#">SPDT 5V Relay</a></li> <li>• <a href="#">Transistor – NPN (BC337)</a></li> <li>• <a href="#">Diode Small Signal – 1N4148</a></li> <li>• Raspberry Pi 3 Model B+</li> <li>• Micro USB Power Adapter (PSU) with min 2A power</li> <li>• Micro SD card min 8GB min Class10</li> <li>• USB Micro SD card reader</li> <li>• SparkFun Redboard (or other Arduino Uno compatible board)</li> <li>• Solderless Breadboard</li> <li>• 5x 330Ohm Resistor</li> <li>• 5x 10kOhm Resistor</li> <li>• 5x Red LED</li> <li>• 5x Green LED</li> <li>• 5x Blue LED</li> <li>• 1x RGB LED</li> <li>• 1x Servo Motor</li> <li>• 1x 10kOhm Potentiometer</li> <li>• 1x Push Button</li> <li>• 1x TMP36 Temperature Sensor</li> <li>• 1x 10kOhm Photocell</li> <li>• 1x 10kOhm Flex sensor</li> <li>• 1x 5V Relay</li> </ul>



		<ul style="list-style-type: none"> <li>• 1x BC337 Transistor</li> <li>• 1x 1N4148 Diode</li> <li>• 30x Male-to-Male Jumper Wires</li> <li>• 10x Male-to-Female Jumper Wires</li> <li>• 10x Female-to-Female Jumper Wires</li> </ul>
IoT Fundamentals: Big Data & Analytics	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• Connecting Things course equipment list; plus</li> </ul> <p><a href="#">Raspberry Pi Camera Module v2</a></p>
Emerging Technologies Workshop (ETW)	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• PC</li> <li>• Internet to access free DevNet Sandboxes</li> </ul> <p>For the latest ETW: Model Driven Programmability use one of the options below:</p> <ul style="list-style-type: none"> <li>- Real HW (Cisco ISR4k routers)</li> <li>- Virtual Machine with a Cisco Software Router</li> <li>- Remove DevNet Sandbox</li> </ul>
<b>CAREER - DIGITAL ESSENTIALS</b>		
IT Essentials	Yes	<p>Dedicated classroom with reliable internet plus required equipment (example below may vary by country):</p> <ul style="list-style-type: none"> <li>• Free Cisco Packet Tracer simulation software</li> <li>• 1 PC Case with 300W power supply</li> <li>• 1 PCI, PCIe, or AGP-compatible motherboard</li> <li>• 1 Intel or AMD CPU, 1 gigahertz (GHz) or faster with support for PAE, NX, and SSE2</li> <li>• 1 CPU heat sink and cooling fan</li> <li>• 2 gigabyte (GB) RAM (32-bit) or 4 GB RAM (64-bit) (2 X 1GB or 2 X 2GB recommended. Some labs require one module of RAM to be uninstalled or the simulation of a faulty module for troubleshooting purposes.</li> <li>• 60 GB hard drive minimum; &gt;80 GB recommended. The system must support a full install of Windows and two partitions of the same size.</li> <li>• 1 DVD-ROM (minimum), DVDR, or BD/BDR</li> <li>• 1 Ethernet Card</li> <li>• 1 PCI, PCIe (recommended), or AGP video card. DirectX 9 graphics device with WDDM driver.</li> <li>• Cables to connect HDD/CD (Quantities vary)</li> <li>• 1 Mouse</li> <li>• 1 Keyboard</li> <li>• 1 Super VGA (1024 X 768) or higher-resolution video monitor</li> <li>• 1 Internet connection for Internet searches and driver downloads or use instructor's.</li> <li>• 1 Internet connection for Internet searches and driver downloads or use instructor's.</li> <li>• 1 wireless router with WPA2 support for class to share</li> </ul>



		<ul style="list-style-type: none"> <li>1 wireless router with WPA2 support for class to share</li> <li>Various USB flash drives for moving files between computers in the labs</li> <li>Lab PC Repair Tools such as screwdrivers, safety glasses, flashlights, lint-free cloth, etc.</li> </ul>
NDG Linux Essentials	No	None
PCAP: Programming Essentials in Python	No	None
IOT Fundamentals Hackathon Playbook	No	Dedicated classroom with reliable internet plus required equipment (example below may vary by country): <ul style="list-style-type: none"> <li>Connecting Things course equipment list</li> <li>Big Data &amp; Analytics course equipment list</li> </ul>
<b>COMPLEMENTARY OFFERINGS</b>		
NDG Linux I & II	No	None
CLA: Programming Essentials in C	No	None
CLP: Advanced Programming in C	No	None
CPA: Programming Essentials in C++	No	None
CPP: Advanced Programming in C++	No	None

## Curriculum

### Q10. What are Explore and Career courses?

A. The Networking Academy learning portfolio organizes courses by categories. The Explore category includes introductory courses that expose students to basic concepts and usually does not require equipment (Networking Essentials is the exception). The Career category includes more advanced courses that develop early technical skills necessary for obtaining entry-level IT jobs. Within the Career category, there are specializations such as Networking, Programmable Infrastructure, and Cybersecurity. Additionally, Digital Essentials and Complimentary courses supplement learning across the portfolio. See [Table 1](#) for a list of courses, their category, and equipment and instructor-training requirements.

### Q11. What courses align with certification?

A. Validating a student's knowledge with a certification exam is key to Networking Academy, which is why many of our Career courses align with industry recognized certifications. Our certifications include Cisco Certified Networking Associate (CCNA), Cisco Certified Networking Professional (CCNP) and certifications from our valued partners. See [Table 2](#) for course and certification details.

## Table 2 – Course and Certification Matrix

COURSE	CERTIFICATE / CERTIFICATION
<b>CAREER – NETWORKING</b>	
CCNA	<a href="#">CCNA Certification</a>
CCNP Routing & Switching	<a href="#">CCNP Routing &amp; Switching Certification</a>
<b>CAREER - CYBERSECURITY</b>	
CCNA Cybersecurity Operations	<a href="#">CCNA Cyber Ops Certification</a>



CAREER - DIGITAL ESSENTIALS	
IT Essentials	<a href="#">CompTIA A+ Certification</a>
Linux Essentials	<a href="#">Linux Essentials Professional Development Certificate (PDC)</a>
PCAP: Programming Essentials in Python	<a href="#">PCAP: Certified Associate in Python Programming Certification</a>
COMPLEMENTARY OFFERINGS	
NDG Linux I & II	<a href="#">LPIC-1: Linux Administrator</a>
CLA: Programming Essentials in C	<a href="#">CLA: C Programming Language Certified Associate Certification</a>
CLP: Advanced Programming in C	<a href="#">CLP: C Certified Professional Programmer Certification</a>
CPA: Programming Essentials in C++	<a href="#">CPA: C++ Certified Associate Programmer Certification</a>
CPP: Advanced Programming in C++	<a href="#">CPP – C++ Certified Professional Programmer Certification</a>

## Q12. How are Networking Academy courses designed?

A. How we design our courses is what makes Networking Academy so effective. It's all about applying the science of learning while utilizing many global and local education standards (IMS, LTI, QTI, Common Cartridge). Our dynamic, digital, and hands-on learning experience incorporates:

- **Freeform Exploration:** Open and creative activities allow students to explore, experiment, try, fail, try-again, and ultimately solidify their learning.
- **Hands-On Activities:** Ample labs and activities provide opportunities for hands-on practice.
- **Gaming:** Our courses incorporate gaming elements that spark creativity and interest. By assigning a goal, and keeping options open for solving, students stay engaged and motivated.
- **Guided Practice:** For students who perform better with direct guidance, we include constrained, scoped, and prescriptive activities that help students progress forward in a way that works best for them.
- **Assessments for Learning:** Integrated into the learning process, our assessments provide instant feedback. Together with replayability, students can learn through repetition. Detailed reports on a student's strongest (and weakest) skills are provided plus recommendations on course topics to help close learning gaps.
- **Zone of Proximal Development (ZPD):** Using a combination of features such as our robust simulation tool, Cisco Packet Tracer, online & real-time assessments, scaffolding (or targeted design via instructions), timing, grading, and feedback, students learn at their best pace and skill level.
- **Design Thinking:** students apply a creative, collaborative approach to problem solving that includes understanding user needs and brainstorming solutions to prototyping and testing solutions with intended users.
- **Social Learning:** By using Cisco Spark collaboration technology, instructors and students can join in one virtual classroom for real-time conversing, resource sharing, white-boarding, and more.
- **Flexible Classroom Delivery:** The cloud-based education platform, NetAcad.com enables in-person or online, self-paced or blended classrooms.
- **Flexible Course Content:** Instructors can leverage the courses as-is or they can personalize to best meet their students' learning needs.
- **Up-to-date Curriculum:** Courses are kept current aligning with latest instructional advancements as well as the ever-evolving IT topics such as Networking, Programmable Infrastructure, Cybersecurity, and more.
- **Accessibility:** Extensive accessibility features are incorporated into courses aligning with the World Wide Web WCAG 2.0 (Web Content Accessibility Guidelines) and Section 508 of the Rehabilitation Act.



### Q13. Can instructors modify courses?

A. Networking Academy courses are designed to be flexible. Instructors can rearrange chapter order, add their own content or activities, and include course material into degree or certificate programs. It is easy for instructors to personalize the courses making the course relevant for their students and their institution.

## Education Platform, NetAcad.com

### Q14. How are Networking Academy courses delivered?

A. Courses, teaching resources, and assessments are all delivered over our custom cloud-based education platform, **NetAcad.com**. Built upon Cisco core principles of openness and software best-practices, NetAcad.com scales internationally with alignment to local privacy regulations. It's a powerful resource for instructors, helping them manage and customize classes, and interactions with students.

NetAcad.com offers:

- **Flexible Course Delivery:** Software shouldn't dictate how educators teach, so our education platform gives you the freedom to teach using face-to-face, online or a hybrid of instructional delivery methods.
- **Ease of Use:** An intuitive, consistent and unified experience across the entire education platform allows instructors to focus on their teaching and frees students to focus on their learning.
- **Data Privacy and Protection:** To help safeguard sensitive information, NetAcad.com provides end-to-end security across the education platform's entire technology stack.
- **Global Scalability:** To support worldwide access and growth while delivering a world-class user experience, NetAcad.com scales with high throughput and speed.
- **Feature Velocity:** Learning requirements are always in motion and changing with new offerings, so NetAcad.com is designed and built so that we can quickly deliver new features and platform enhancements.
- **Flexible Deployment:** Every learning institution is different, so NetAcad.com is designed to work smoothly - even with your legacy LMS.

## Instructor Resources

### Q15. What resources are available to instructors?

A. Networking Academy provides comprehensive support and recourses for instructors. Our digital communities facilitate conversations with colleagues, shared ideas, best practices and collaborative problem solving. Academy Support Centers (ASCs) and Instructor Training Centers (ITCs) are also available to assist instructors when needed.

In a recent survey, 97.2% of educators reported their involvement with Networking Academy improved their teaching and professional growth and 85.2% said the program helped broaden their career. Here's just a sampling of what is available:

- Instructor accreditation via Instructor Trainer Centers (ITCs) if required for select courses. See [Table 1](#) for courses requiring instructor training
- Discounts to purchase Cisco equipment used within the classroom
- Free online instructor Academy Orientation course with detailed instructions for setting up and using courses on the education platform, NetAcad.com
- Access to NetAcad.com education platform for classes, lab activities, assessments, instructional presentations, and metrics
- Dynamic assessment technology that delivers reliable, valid, fair assessments, with flexibility to vary the assessments through a pool of potential questions. And yes, it reduces student cheating.
- Access to the latest Cisco Packet Tracer, the robust simulation software
- Support from Cisco Global Support Desk



- Free quarterly Instructor Professional Development (IPD) virtual training as well as access to previous training recordings
- Discounted certification exam vouchers for qualified students
- Quarterly instructor recognition programs
- Annual Cybersecurity recognition program
- Access to the Marketing Toolkit to help promote course offerings

## Partners

### Q16. What is an Academy Support Center?

A. An Academy Support Center (ASC) is a partner that provides valuable services for many of our Networking Academy institutions. ASCs are leaders within their community, providing guidance, mentoring, and ongoing support. Depending on their expertise, an ASC may help with:

- Grant assistance to locate funding opportunities
- Locating where to obtain equipment for your region, including leasing or loaner options
- Classroom equipment set up
- Onboarding support such as creating and launching your first course
- Using the education platform, NetAcad.com
- Providing instructor training and accreditation
- Providing primary support
- Establishing key success metrics
- Driving student participation and growth
- Assistance in localizing communications
- Marketing assistance in promoting your new course(s)
- Locating services, information, and tools

ASC pricing and services vary. Some ASCs do not charge for their services, while others provide services on a per-incident fee basis or offer an annual subscription fee for a general list of services.

Even if you choose courses that do not require ASC alignment, it can be extremely valuable having an ASC's assistance and support for the services listed above. Use the [ASC locator](#) to find an ASC that best meets your needs.

### Q17. Do I need to align with an Academy Support Center?

A. Due to the technical nature of some courses, Networking Academy may require that your institution receive support from an Academy Support Center, also known as aligning with an ASC. Having the support of an ASC will boost your institution's success in delivering a quality course and ultimately improve your student learning outcomes. Courses and workshops that require aligning to an ASC are:

- IT Essentials
- IoT Fundamentals Series: Connecting Things, Big Data & Analytics, Hackathon Playbook
- IoT Security
- Emerging Technology Workshops
- CCNA
- CCNA Cybersecurity Operations
- CCNA Security
- CCNP Routing & Switching

Networking Academy also offers courses that do not require ASC alignment, however, for support on services listed in Question 14 and boosting your institution's success in course delivery, we highly recommend choosing an ASC that best meets your needs.



### Q18. What is an Instructor Trainer Center?

A. Instructor Training Centers (ITCs) provide initial and ongoing training for Networking Academy Instructors. ITCs offer:

- Instructor training and accreditation classes for select Networking Academy courses
- Instructor professional development opportunities
- Technical support for a Networking Academy Instructor for up to a year after successfully completing training

In addition to training and professional development, ITCs may also offer boot camp training and support for courses with significant updates. You may find that an Academy Support Center also provides services as an ITC. Use the [ITC locator](#) to find an ITC that best meets your needs.

## Student Resources

### Q19. What is Talent Bridge?

A. Cisco Networking Academy Talent Bridge is an employment program that connects hiring employers from around-the-world with current and former Networking Academy students. We offer our students valuable assistance from career advice, virtual events, networking, to experience-building opportunities.

We actively work with recruiters to identify entry-level job opportunities for students. The Matching Engine connects recruiters with qualified candidates from our program based on employer-specific skill requirements using data-informed matching.

### Q20. What resources do you offer students?

A. Providing a technical curriculum is just the start of what Networking Academy offers students. The end-goal is to land a meaningful job -- we help students launch IT careers, start businesses, and solve problems locally and globally. To do this we offer:

- Free access to the latest Cisco Packet Tracer, the robust simulation software used in many Networking Academy courses
- Discounted certification exam vouchers for qualified students – students with a set-level passing grade
- Courses and workshops that develop critical thinking, entrepreneurial, and problem solving skills
- Global community support through Facebook
- Webinars that help “techie” students develop business skills such as becoming a better writer, communicator, team-player, or the importance of work-place etiquette
- Hands-on experiences offered throughout the year that help students develop resume-building skills
- Training badges to validate learning
- Talent Bridge Matching Engine that pairs qualified students with hiring employers

In the last 20+ years, we’ve educated more than **10.9 million students worldwide** -- and we’re prepared to scale as the need for IT professionals grows exponentially. Join us!

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