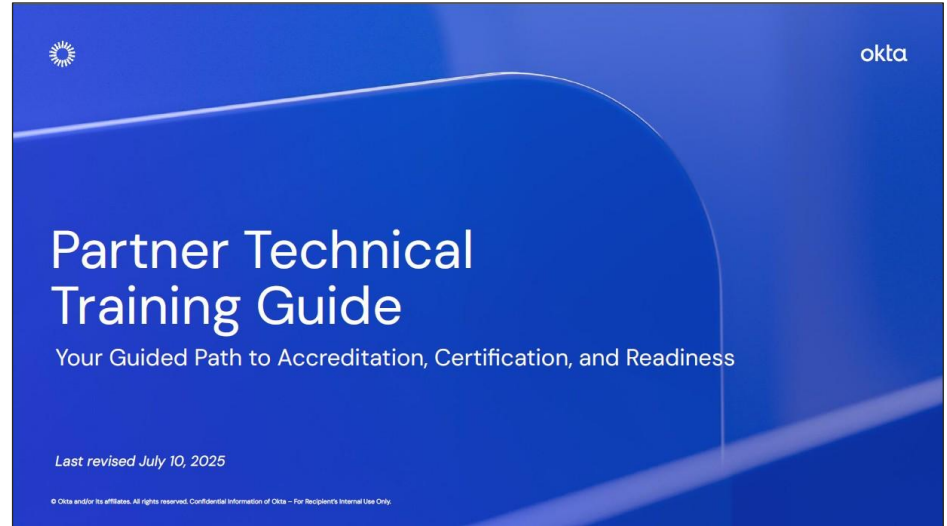




Partner Technical Training Guide

Your Guided Path to Accreditation, Certification, and
Readiness



carahsoft.

For more information, contact Carahsoft or our reseller partners:
okta@carahsoft.com | 833-674-3990



Partner Technical Training Guide

Your Guided Path to Accreditation, Certification, and Readiness

Last revised July 10, 2025

Guide Objectives

- Build technical confidence across your team
- Align your team to Okta's Partner Training Framework
- Follow structured role-based learning paths
- Track your progress along the way to attaining technical excellence with Okta's solutions



Who To Contact

Topics	Contact
Getting Started	Okta Partner Manager
Technical & Demo Questions	Okta Partner SE (if aligned), partnerdemosupport@okta.com
Accreditations	Okta Partner SE (if aligned), Okta Partner Enablement Team
Getting Started	Okta Partner Manager
Certifications	Okta Expert Acceleration
Partner Delivery Services and Service Delivery Specialization	Okta Partner Delivery Success



Elevate Program Guide

- The Okta Elevate Partner Program Guide details requirements and benefits for our Partners.
- Partners progress through tiers like Activate and Apex, gaining access to enhanced benefits.
- Compliance with the Partner Code of Conduct is mandatory.
- The guide also covers revenue requirements, deal registration, and partner discounts. Partners can access marketing resources, training, and specialization opportunities.
- For more information refer to the [Elevate Program Guide](#) available on the Okta Partner Portal.



Sales & Presales Accreditations



Okta Platform: Sales Accreditation

Duration: 3 hours and 30 minutes

100 Series

This series introduces you to how Okta fits into the Identity Management landscape, helps you understand the messaging to use when speaking with your customers about Okta's Workforce Identity Cloud product, and provides an overview of the customer personas that you will come across within the Workforce Identity Cloud market.

- 101: Exploring Identity Management
- 102: Defining Identity Management Messaging
- 103: Identifying Buyer Personas
 - Duration: 40 minutes

200 Series

This series includes an overview of each product and feature within Okta's Workforce Identity Cloud, including key benefits and how to differentiate them with customers. You'll also learn common use cases, the "Why Change, Why Now, Why Okta" selling strategy, and how to build trust and credibility by adding competitive intelligence to your customer conversations and narratives.

- 201: Differentiating Product Features
- 202: Analyzing Product Use Cases
- 203: Defining Okta's Selling Strategy
- 204: Implementing Competitive Intelligence
 - Duration: 1 hour, 30 minutes

300 Series

This three-course series will help identify two important industries for Okta: Public Sector and Financial Services solutions. In addition, you will learn about the Okta Value Discovery Tool (OVD), which can help show business value for customers over time. After completing these three courses, the final exam will become available in this series.

- 301: Exploring Public Sector Solutions
- 302: Exploring Financial Services Solutions
- 303: Using the Okta Value Discovery Tool
 - Duration: 1 hour, 20 minutes
- Sales Accreditation Exam



Okta Platform: Presales Accreditation

Duration: 3 hours and 50 minutes

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- 301: Exploring Public Sector Solutions
- 302: Exploring Financial Services Solutions
- 303: Using the Okta Value Discovery Tool
- 304: Creating a Customer Demo
 - Duration: 1 hour, 40 minutes
- Presales Accreditation Exam



Auth0 Platform: Sales Accreditation

Duration: 3 hours and 30 minutes

100 Series

This series introduces you to how Auth0 fits into the Identity Management landscape, helps you understand the messaging to use when speaking with your customers about the Auth0 Platform, and provides an overview of the customer personas that you will come across within the customer identity market.

- 101: Exploring Public Sector Solutions
- 102: Exploring Financial Services Solutions
- 103: Using the Okta Value Discovery Tool
 - Duration: 40 minutes

200 Series

This series includes an overview of each product and feature within the Auth0 Platform including key benefits and how to differentiate them with customers. You'll also learn common use cases, the "Why Change, Why Now, Why Okta" selling strategy, and how to build trust and credibility by adding competitive intelligence to your customer conversations and narratives.

- 201: Differentiating Product Features
- 202: Analyzing Product Use Cases
- 203: Defining Okta's Selling Strategy
- 204: Implementing Competitive Intelligence
 - Duration: 1 hour, 30 minutes

300 Series

This series course provides an overview of Auth0 solutions for the Public Sector and Financial Services, along with an introduction to their Value Discovery Tool for analyzing and summarizing business value and benefits for clients.

- 301: Exploring Public Sector Solutions
- 302: Exploring Financial Services Solutions
- 303: Using the Okta Value Discovery Tool
 - Duration: 1 hour, 20 minutes
- Sales Accreditation Exam



Auth0 Platform: Presales Accreditation

Duration: 3 hours and 50 minutes

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Certifications & Knowledge Courses



Expert Learning Pass for Partners

What is it?

The Expert Learning Pass for Partners unlocks access to curated self-paced experiences designed for Okta practitioners to learn concepts, techniques and best practices to increase your organization's identity security posture.

Get the most out of Okta with Expert Learning Pass for Partners

Explore our most profound level of education and expertise with exclusive content, live expert-led learning sessions, and industry-recognized certifications, which give you confidence in your team's ability to keep your organization secure.



Private + Public Training

What is it?

Virtual Instructor-Led - Hands-on interactive courses taught by Certified Okta experts. Users can enroll in sessions from our public schedule or you can have these same courses taught as a private session for your team.



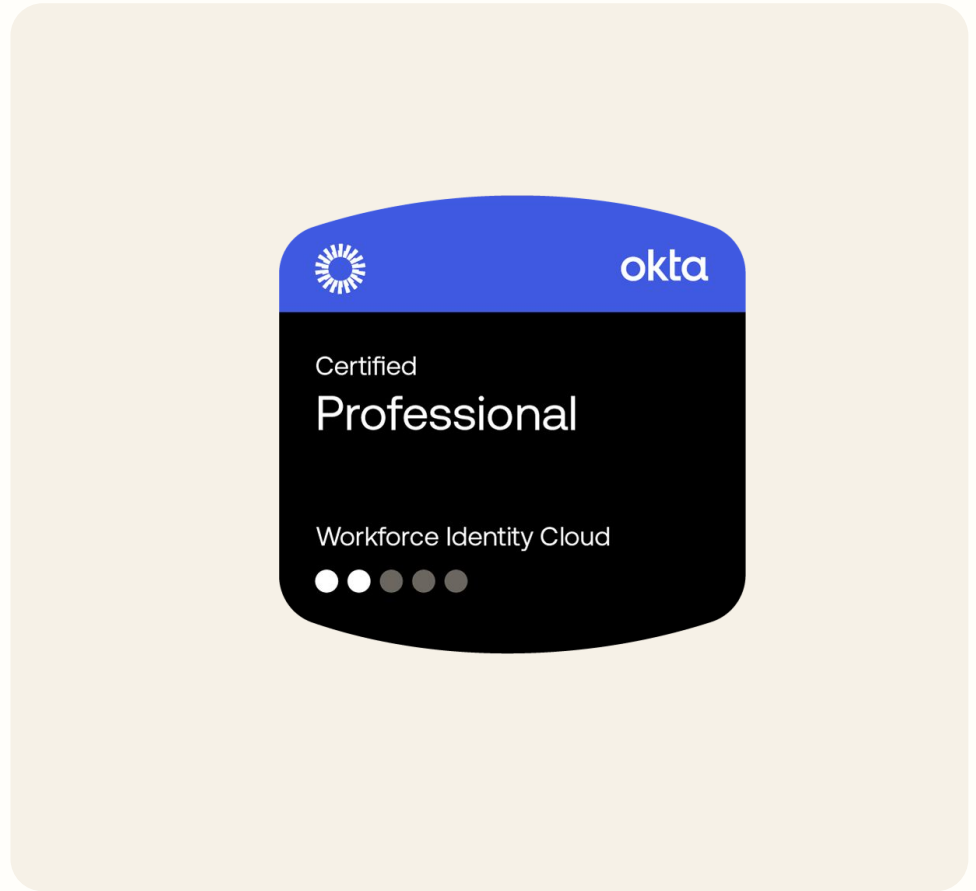
Okta Certified Professional

What is it?

The Okta Certified Professional KNOWS Okta. They possess knowledge about secure identity management and mobility concepts. They have hands-on experience completing day-to-day operational tasks to support users of the Okta service. Professionals have familiarity with Okta technology and processes related to simple directory integration, single sign-on federation, and application provisioning aspects of User Life Cycle Management.

Prerequisites:

None



Okta Certified Administrator

What is it?

The Okta Certified Administrator MANAGES Okta. They are technically proficient at managing the Okta service. They have extensive knowledge about how Okta enables advanced User Lifecycle Management scenarios involving mobile devices, security policy frameworks, supported SSO options, and advanced directory integration for cloud and on-premise access. Administrators use the Okta Policy framework to control user access, understand how to map identity attributes and data transformations using Universal Directory, and troubleshoot issues.

Prerequisites:

Professional Certification



Okta Certified Consultant

What is it?

The Certified Consultant IMPLEMENTS Okta. They are technically proficient at implementing the Okta service in a variety of configurations. Consultants have experience integrating common applications, such as, Office 365, G Suite, Box, and Salesforce with Okta. They also have extensive knowledge and experience scoping and implementing complex Okta integrations involving multi-forest and multi-domain environments, advanced single sign-on (SSO), and inbound federation with Okta. Consultants have working knowledge of Okta APIs and custom configuration options.

Prerequisites:

Professional and Administrator Certification



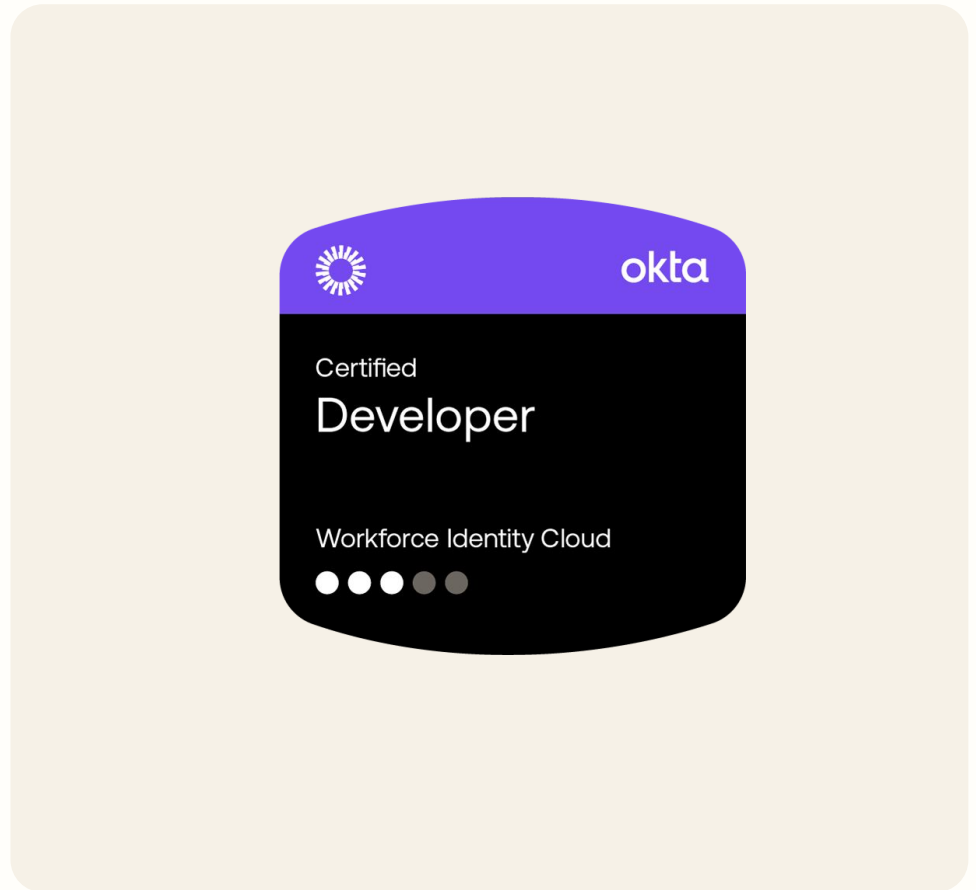
Okta Certified Developer

What is it?

The Okta Certified Developer BUILDS secure, seamless experiences, using Okta APIs and SDKs. They are technically proficient at working with Okta RESTful APIs and developing web applications. They have general understanding of authentication and authorization standards such as OpenID Connect (OIDC) and OAuth, as well as how Okta supports these standards for building authentication, flexible authorization, and role-based access control. Developers also have experience configuring authorization with API Access Management and implementing Single Sign-On (SSO) with OIDC. They have working knowledge of Okta Lifecycle Management and administrative APIs.

Prerequisites:

None



Auth0 Certified Developer

About this course

Auth0 Certified Developers are identity and access management practitioners who design and implement Auth0 in B2B and B2C scenarios. These individuals have extensive backgrounds and experience with identity, consumer app development, and SaaS app development. They have general understanding of authentication and authorization standards such as OpenID Connect (OIDC) and OAuth, as well as how Auth0 by Okta supports these standards for building authentication, flexible authorization, and role-based access control.

Prerequisites:

None



Okta Certified Technical Architect

What is it?

The Okta Certified Technical Architect is Okta's highest level certification. Okta Certified Technical Architects are technically proficient at interpreting business needs and threat drivers efficiently, leading contextual architectural design workshops, creating technical and architectural documentation, and designing scalable identity and access management solutions using the Okta service to match the needs of organizations of all sizes. Technical Architects typically work in a services delivery capacity and also have breadth and depth of knowledge across all Okta products. In addition, they understand integration patterns and components including how Okta integrates and interacts with the ecosystem and complementary systems such as ERP, CRM, ITSM, CI/CD, and SIEM.

Prerequisites:

Professional, Administrator, Consultant, and WIC Developer



Service Delivery Specialization



Service Delivery Specializations & Requirements

	Okta Workforce Identity	Okta Customer Identity	Auth0	Okta Workflows	Okta Access Gateway
Prerequisite	N/A			WIC or CIS Service Delivery Specialization	WIC Service Delivery Specialization
Certification Requirements					
Auth0 Certified Developer			3		
Okta Certified Consultant	3	1			
Okta Certified Developer	1	3			
Okta Certified Workflows Speciality Certification				+3	
Okta Access Gateway Speciality Certification					+3
Go-Live					
Go-Live	6	6	6	+4	+3
Min. CSAT	4 or 5	4 or 5	4 or 5	4 or 5	4 or 5
Approved customer contacts for CSAT survey	25%	25%	25%	25%	25%



Recommended Technical Learning Paths



Okta Platform (Workforce and Customer Identity)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	Workforce Identity: Sales 100 - Accreditation	Sales	Free On-Demand
2	Okta	Workforce Identity: Sales 200 - Accreditation	Sales	Free On-Demand
3	Okta	Workforce Identity: Sales 300 - Accreditation	Sales	Free On-Demand
4	Okta	Workflows: Sales 100 - Accreditation	Sales	Free On-Demand
5	Okta	Workflows: Sales 200 - Accreditation	Sales	Free On-Demand
6	Okta	Workforce Identity: Presales 100 - Accreditation	Presales	Free On-Demand
7	Okta	Workforce Identity: Presales 200 - Accreditation	Presales	Free On-Demand
8	Okta	Workforce Identity: Presales 300 - Accreditation	Presales	Free On-Demand
9	Okta	Workflows: Presales 100 - Accreditation	Presales	Free On-Demand
10	Okta	Workflows: Presales 200 - Accreditation	Presales	Free On-Demand
11	Okta	Identity Access Management: Exploration	Presales, Delivery	Free On-Demand
12	Okta	Administration: Onboarding	Presales, Delivery	Free On-Demand
13	Okta	Security: Series I	Presales, Delivery	Free On-Demand
14	Okta	Identity Maturity: Series I	Presales, Delivery	Free On-Demand
15	Okta	Introduction to Okta (formerly Okta Basics)	Presales, Delivery	Free On-Demand, Paid instructor-led
16	Okta	Okta Essentials (Professional & Admin Certs)	Presales, Delivery	Free On-Demand, Paid instructor-led
17	Okta	Consultant Boot Camp for Workforce Identity	Presales, Delivery	Free On-Demand, Paid instructor-led
18	Okta	Advanced Security Topics	Presales, Delivery	Free On-Demand, Paid instructor-led
19	Okta	Development: Series I (Okta)	Presales, Delivery	Free On-Demand
20	Okta	Developer Bootcamp	Presales, Delivery	Free On-Demand, Paid instructor-led



Okta Workflows

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	Workflows: Series I	Presales, Delivery	Free On-Demand
2	Okta	Hands-On Lab	Presales, Delivery	Free On-Demand
3	Okta	Administration: Onboarding	Presales, Delivery	Free On-Demand
4	Okta	Administration: Series I	Presales, Delivery	Free On-Demand
5	Okta	Okta Workflows for Workforce Identity	Presales, Delivery	Paid instructor-led



Okta Identity Governance (OIG)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	First Look: Entitlements Management	Presales, Delivery	Free On-Demand
2	Okta	First Look: Okta Identity Governance	Presales, Delivery	Free On-Demand
3	Okta	Examine Okta Identity Governance (OIG) Foundations	Presales, Delivery	Free On-Demand
4	Okta	Establish Governance with OIG	Presales, Delivery	Free On-Demand
5	Okta	Okta Learning Pass for Partners Course	Presales, Delivery	Free On-Demand
6	Okta	Deploy Okta Identity Governance Entitlements and Access Certifications	Presales, Delivery	Paid instructor-led



Okta Privileged Access (OPA)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	First Look: Okta Privileged Access	Presales, Delivery	Free On-Demand
2	Okta	Explore Okta Privileged Access	Presales, Delivery	Free On-Demand
3	Okta	Identity Maturity: Series I	Presales, Delivery	Free On-Demand
4	Okta	OPA Hands-On Lab	Presales, Delivery	Free On-Demand



Identity Threat Protection (ITP)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	First Look: Identity Threat Protection	Presales, Delivery	Free On-Demand
2	Okta	Get Started with ITP	Presales, Delivery	Free On-Demand
3	Okta	Go Beyond the Initial Login with ITP	Presales, Delivery	Free On-Demand
4	Okta	Identity Maturity: Series I	Presales, Delivery	Free On-Demand



Okta Access Gateway (OAG)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	Protect On-Prem Apps with Okta Access Gateway	Presales, Delivery	Free On-Demand
2	Okta	Okta Learning Pass for Partners: OAG	Presales, Delivery	Free On-Demand
2	Okta	Administration: Onboarding	Presales, Delivery	Free On-Demand
3	Okta	Administration: Series I	Presales, Delivery	Free On-Demand
4	Okta	Implement Okta Access Gateway (OAG)	Delivery	Paid instructor-led



Identity Security Posture Management (ISPM)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	Explore the Basics of Identity Security Posture Management (ISPM)	Presales, Delivery	Free On-Demand
2	Okta	Security: Series I	Presales, Delivery	Free On-Demand



Secure Partner Access (SPA)

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	First Look: Secure Partner Access	Presales, Delivery	Free On-Demand
2	Okta	Getting Started with Secure Partner Access	Presales, Delivery	Free On-Demand
3	Okta	Set Up Secure Partner Access	Presales, Delivery	Free On-Demand
4	Okta	Identity Maturity: Series I	Presales, Delivery	Free On-Demand



Realms

Step	Platform	Course	Target Persona(s)	Pricing
1	Okta	First Look: Realms	Presales, Delivery	Free On-Demand
2	Okta	Establish Governance with OIG	Presales, Delivery	Free On-Demand
3	Okta	Security: Series I	Presales, Delivery	Free On-Demand



Auth0

Step	Platform	Course	Target Persona(s)	Pricing
1	Auth0	Auth0 - PreSales 100 Series	Presales	Free On-Demand
2	Auth0	Auth0 - PreSales 200 Series	Presales	Free On-Demand
3	Auth0	Auth0 - PreSales 300 Series	Presales	Free On-Demand
4	Auth0	Development: Onboarding (Auth0)	Presales, Delivery	Free On-Demand
5	Auth0	Development: Series I (Auth0)	Presales, Delivery	Free On-Demand
6	Auth1	First Look: Auth for GenAI	Presales, Delivery	Free On-Demand





Thank you for downloading this Okta Training Guide. Carahsoft is the distributor for Okta Cybersecurity solutions available via GSA, NASA-SEWP, ITES-Sw2, DoD ESI and other contract vehicles.

To learn how to take the next step toward acquiring Okta's solutions, please check out the following resources and information:



For additional resources:
carah.io/oktaresources



For additional Okta solutions:
carah.io/oktasolutions



To purchase, check out the contract vehicles available for procurement:
carah.io/contracts



For upcoming events:
carah.io/oktaevents



For additional Cybersecurity solutions:
carah.io/cybersecurity



To set up a meeting:
okta@carahsoft.com or 833-674-3990