PRIME
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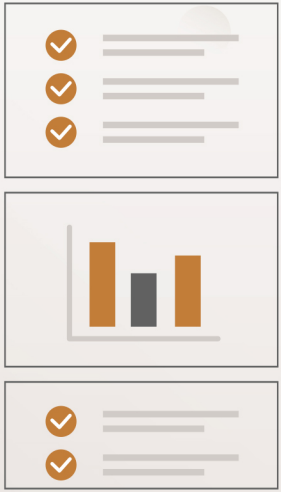


www.PrimeLD.com.sa

CONTENT

IT COURSES

CompTIA

1 CompTIA A+
2 CompTIA Network+
3 CompTIA Security+
4 CompTIA Server+
5 CompTIA Linux+
6 CompTIA Cybersecurity Analyst (CySA+)
7 CompTIA Cloud+

CISCO

8 Cisco Certified Network Associate (200-301 CCNA)

CCNP Enterprise

9 Implementing and Operating Cisco Enterprise Network Core Technologies (ENCOR) v1.2
10 Implementing Cisco Enterprise Advanced Routing and Services (ENARSI) v1.0
11 Implementing Cisco SD-WAN Solutions (ENSDWI)
12 Designing Cisco Enterprise Networks (ENSLD) v1.1
13 Designing Cisco Enterprise Wireless Networks (ENWLSD)
14 Implementing Cisco Enterprise Wireless Networks (ENWLSI)
15 Implementing Automation for Cisco Enterprise Solutions (ENAUI)

CCNP Security

16 Implementing and Operating Cisco Security Core Technologies (SCOR)
17 Securing Networks with Cisco Firepower Next Generation Firewall (SSNGFW)
18 Securing Networks with Cisco Firepower Next-Generation IPS (SSFIPS)
19 Implementing and Configuring Cisco Identity Services Engine (SISE)
20 Securing Email with Cisco Email Security Appliance (SESA)
21 Securing the Web with Cisco Web Security Appliance (SWSA)
22 Implementing Secure Solutions with Virtual Private Networks (SVPN)
23 Implementing Automation for Cisco Security Solutions (SAUI)

CCNP Data Center

24 Implementing and Operating Cisco Data Center Core Technologies (DCCOR)
25 Designing Cisco Data Center Infrastructure (DCID)

CCNP Collaboration

26 Implementing and Operating Cisco Collaboration Core Technologies (CLCOR)
27 Implementing Cisco Collaboration Applications (CLICA)

VMware

28 VMware vSphere: Install, Configure, Manage [V7]
29 VMware vSphere: Troubleshooting [V7]

PMI

30 Project Management Professional (PMP)
31 Risk Management Professional (PMI-RMP)

Axelos

32 ITIL 4 Foundation
33 M_o_R Foundation: The Management of Risk
34 PRINCE 2 Foundation

F5

35 F5 BIG-IP Access Policy Manager (APM)
36 F5 BIG-IP Local Traffic Manager (LTM)
37 F5 Networks Configuring BIG-IP LTM v13: Local Traffic Manager
38 F5 BIG-IP Application Security Manager (ASM)
39 F5-ASM/WAF

Fortinet

40 FortiWeb
41 NSE 4/FortiGate Infrastructure
42 NSE 4/FortiGate Security
43 NSE 7 SD-WAN

Palo Alto

Firewall 9.1 Essentials: Configuration and Management (EDU-210)
Palo Alto Networks: Firewall 10.0: Troubleshooting (EDU-330)
Palo Alto Next Generation Firewall Administration

AWS

47 AWS Technical Essentials
48 AWS Developer Associate
49 AWS Solutions Architect
50 AWS SysOps Associate

Oracle

51 Oracle Database – Introduction to SQL (1Z0-071)
52 Oracle Certified Professional (OCP) Certification(1Z0-063)

Microsoft

53 Microsoft Office 2019
54 Advanced Microsoft Excel
55 AZ-400 Designing and Implementing Microsoft DevOps solutions
56 AZ-104: Microsoft Azure Administrator
57 Administering a SQL Database 2016 Infrastructure

Programming Courses

58 Programming in HTML5 with JavaScript and CSS3
59 Programming in C#
60 Programming using Python
61 Java SE Course
62 Developing ASP.NET Web Applications using C#
63 Developing ASP.NET Web Applications using C# Advanced
64 Building Applications with ASP.NET MVC
65 Building XML JSON APIs using ASP.Net

EC-Council

66 Certified Ethical Hacker (CEH) Version 11
67 Computer Hacking Forensic Investigator (CHFI)
68 Certified Security Analyst (ECSA)
69 EC-Council Certified Security Specialist (ECSS)

ISACA

70 Certified Information Systems Auditor (CISA)
71 Certified Information Security Manager (CISM)

Wireshark

72 Wireshark Certified Network Analyst (WCNA)

Red Hat

73 RH124 - Red Hat System Administration I
74 RH134 - Red Hat System Administration II
75 RH294 - Red Hat System Administration III

76 Certified Information Systems Security Professional (CISSP)
78 Penetration Testing Using Python

CONTENT

PROGRAMS

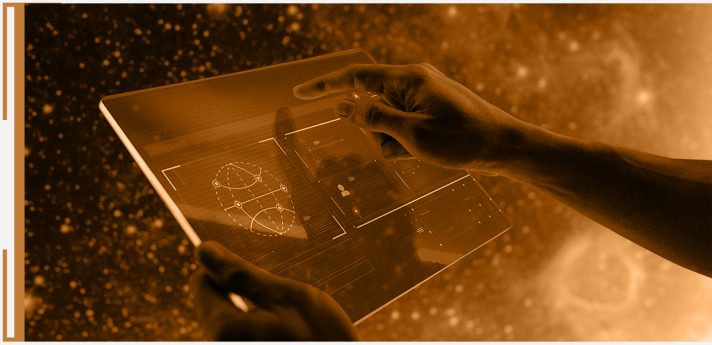
Qualifications

CIPD Level 3 - Foundation certificate in people practice
CIPD Level 5 - Diploma in People management
CIPD Level 5 - Diploma in Learning & Development
CIPD level 7 - Advanced diploma in strategic people management
CIPD Level 7 Advanced Diploma in Strategic Learning and Development
SHRM
HRCi
CIPS
CInS
CInP
CDTP
CCInO

Leadership & Management	القيادة والإدارة
LM1 The Balanced Score Card	بطاقات الأداء المتوازن
LM2 Talent Management and Retention	إدارة المواهب والاحتفاظ بها
LM3 Key Performance Indicators – KPIs	مؤشرات قياس الأداء
LM4 Strategic Planning	التخطيط الاستراتيجي
Human Resources	إدارة الموارد البشرية
HR1 Workforce Planning	تخطيط القوى العاملة
HR2 Competency Based Interviewing	المقابلات المبنية على الجدارات
HR3 Development Needs Assessment	تحديد الاحتياجات التدريبية
HR5 Succession Planning	تخطيط التعاقب الوظيفي
Thomas	نظام تقييم توماس
Thomas_PPA_certification	شهادة توماس (TEIQ)
Thomas_TEIQ_Certification	شهادة توماس PPA
Finance & Accounting	المحاسبة والمالية
FN1 The basics of international accounting standards	أساسيات المعايير المحاسبية الدولية
FN2 Preparing for VAT	تحضير ضريبة القيمة المضافة
FN3 Financial Statements Analysis	تحليل القوائم المالية
Corporate Governance	الحوكمة والمراجعة الداخلية
CG1 Corporate Governance	مفاهيم الحوكمة للشركات
CG2 Risk Assessment & Management	تقييم وإدارة المخاطر
Legal	قانون
LG1 Administrative Investigation	التحقيق والضبط الإداري
LG2 Saudi Labor Law	نظام العمل السعودي
LG3 Drafting Contracts	صياغة العقود
LG4 Social Insurance System	نظام التأمينات الاجتماعية
Digital Marketing	التسويق الالكتروني
MK1 Social Media Marketing	التسويق من خلال الشبكات الاجتماعية
MK2 Search Engine Optimization – SEO	تحسين محركات البحث
MK3 Essentials of Marketing and Customer Relationships in Tourism and Hospitality	أساسيات التسويق وعلاقات العملاء في السياحة والضيافة
MK4 Planning and executing successful digital marketing campaigns	تخطيط وتنفيذ حملات تسويق رقمية ناجحة
MK5 Digital Marketing	التسويق الرقمي

Sales Management	إدارة المبيعات
SL1 Sales Planning & Management	إدارة وتخطيط المبيعات
SL2 Closing deals	مهارات اغلاق الصفقات
SL3 Order Forecast	توقعات الطلب
SL4 Sales Skills for beginner	مهارات البيع للمبتدئين
SL5 Closing Sales	المبيعات الختامية
Project Management	إدارة المشاريع
PM1 Feasibility Study	دراسة الجدوى
PM2 Project Budgeting & Cost Management	تخطيط وإدارة ميزانيات وتكاليف المشاريع
PM3 Agile Project Management	إدارة المشاريع الرشيقة
Entrepreneurship	ريادة الاعمال
ET1Business Model Design	تصميم نماذج الأعمال
ET2Feasibility Study	دراسات جدوى المشاريع
ET3Root Cause Analysis	مهارات التحليل الجذري للمشكلات

IT COURSES



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CISCO CERTIFIED CCNP COLLABORATION

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PRIME L&D

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- Certified Information Security Manager (CISM)

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- Wireshark Certified Network Analyst (WCNA)

Red Hat

redhat

- RH124 - Red Hat System Administration I
- RH134 - Red Hat System Administration II
- RH294 - Red Hat System Administration III

PRIME L&D

CISSP

CISSP® Certified Information Systems Security Professional

- Certified Information Systems Security Professional (CISSP)

Qualifications

CIPD Level 3

Foundation certificate in people practice

- Unit 1: Business, culture and change in context
- Unit 2: Principles of analytics
- Unit 3: Core behaviours for people professionals
- Unit 4: Essentials of people practice

CIPD Level 5

Diploma in People management

- **Core Units**
  - **Unit 1:** Organisational performance and culture in practice
  - **Unit 2:** Evidence-based practice
  - **Unit 3:** Professional behaviours and valuing people
- **Three specialist units**
  - **Unit 1:** Employment relationship management
  - **Unit 2:** Talent management and workforce planning
  - **Unit 3:** Reward for performance and contribution
- **Optional Unit 4:** People management in an international context

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CIPD Level 5

Diploma in Learning & Development

- **Core**
  - Organisational performance and culture in practice
  - Evidence-based practice
  - Professional behaviours and valuing people.
- **Specialist:**
  - Supporting self-directed and social learning
  - Learning and development design to create value
  - Facilitate personalised and performance focused learning
- **Optional units – one of the below**
  - Specialist employment law
  - Advances in digital learning and development
  - People management in an international context
  - Diversity and inclusion
  - Leadership and management development
  - Well-being at work

PRIME L&D

CIPD Level 7

Advanced diploma in strategic people management

- **Core Units:**
  - Work and working lives in a changing business environment
  - People management and development strategies for performance
  - Personal effectiveness, ethics and business acumen
  - Business research in people practice.
- **Specialist Units:**
  - Strategic employment relations
  - Resourcing and talent management to sustain success
  - Strategic reward management
- **Optional Units: (you will choose one)**
  - Advanced employment law in practice
  - Organisational design and development
  - Learning and development practice
  - Technology enhanced learning
  - Advanced diversity and inclusion
  - Managing people in an international context
  - Well-being at work

CIPD Level 7

Advanced Diploma in Strategic Learning and Development

- **Core Units:**
  - Work and working lives in a changing business environment
  - People management and development strategies for performance
  - Personal effectiveness, ethics and business acumen
  - Business research in people practice.
- **Specialist Units:**
  - Organisational design and development
  - Leadership and management development in context
  - Designing Learning to Improve Performance
- **Optional Units: (you will choose one)**
  - Advanced employment law in practice
  - Technology enhanced learning
  - Advanced diversity and inclusion
  - Managing people in an international context
  - Well-being at work

PRIME L&D

SHRM

SHRM
SHRM-CP | SHRM-SCP
RECERTIFICATION
PROVIDER

- • People (HR Strategic Planning, Talent Acquisition, Employee Engagement & Retention, Learning & Development, Total Rewards)
- • Organization (Structure of the HR Function, Organizational Effectiveness & Development, Workforce Management, Employee & Labor Relations, Technology Management)
- • Workplace (HR in the Global Context, Diversity & Inclusion, Risk Management, Corporate Social Responsibility)

HRCi

PHRi

- Module 1. Talent Acquisition
- Module 2. HR Administration and Shared Services
- Module 3. Talent Management and Development
- Module 4. Compensation, Benefits, and Work Experience
- Module 5. Employee Relations and Risk Management
- Module 6. HR Information Management

SPHRI

- Module 1. Business Leadership
- Module 2. Talent Development and Management
- Module 3. HR Service Delivery
- Module 4. Measurement and Analysis

CIPS

Chartered Institute of Procurement & Supply

Level 2 Certificate in Procurement and Supply Operations

- CORE Introducing Procurement and Supply
- CORE Stakeholder Relationships
- CORE Procurement and Supply Operations
- CORE Inventory, Logistics and Expediting
- CORE Systems Technology

CIPS Level 3 Advanced Certificate in Procurement and Supply Operations

- CORE Procurement and Supply Environments
- CORE Ethical Procurement and Supply
- CORE Contract Administration
- CORE Team Dynamics and Change

Choose one ELECTIVE module to make up the final six required credits

ELECTIVE Socially Responsible Procurement

ELECTIVE Socially Responsible Warehousing and Distribution

PRIME L&D

CIPS

CIPS
Chartered Institute of Procurement & Supply

- Scope and Influence of Procurement and Supply
- CORE Level 4 Defining Business Need
- CORE Level 4 Commercial Contracting
- CORE Level 4 Ethical and Responsible Sourcing
- CORE Level 4 Commercial Negotiation
- CORE Level 4 Supplier Relationships
- CORE Level 4 Whole Life Asset Management
- CORE Level 4 Procurement and Supply in Practice

PRIME L&D

CINS

Setting the Framework - On Relevance

- The World's Challenge - Pace of Change
- Survival-Responsive Resilience
- On Remaining Relevant • Lives of Business-Shortening
- Companies Still Relevant / Companies No Longer Relevant
- The First Clue External Realities / Examples Staying In Tune
- Responsive Adaptation
- The Mandate for Relevance / Creative Destruction
- Responsive Growth Strategy / Example
- Using Responsive Growth
- Using Innovation for Responsive Growth

Understanding Innovation

- Why Innovation?
- Innovation Defined
- The Significance of Innovation
- Why Innovation?
- The Point of Business Innovation
- Strategic Innovation

Innovation Strategy Prologue

- The Four Types of Innovation
- The Three Time Frames of Innovation
- Foundations of Value & S-Curves (The Innovation Adoption Model)

Becoming Discovery-Driven

10X Breakthrough innovation

Finding Our Hunting Grounds - The Search for New Opportunity

Establishing High Level Innovation Strategy

- The Strategic Innovation Pathways
- The innovation Strategy Portfolio
- The Innovation Strategy Portfolio Mix

CINS

- **Strategic Innovation Vehicles - Driving the Innovation Strategy**
  - Internal R&D (Organic)
  - Partnerships (Extended Organic)
  - Corporate Venturing (Inorganic)
  - Mergers & Acquisitions (Inorganic)
- **The Strategic Innovation Mapping Matrix - Leveraging the Vehicles to Achieve the Pathways**
- **Understanding the Experience Economy**
  - The Experience Economy
  - Product Enhancement via Experiences (e.g. fitness trackers)
  - Creating the Flow-Through Experience
- **Designing New Customer Experiences That Deliver Innovation**
  - Introduction to CXJM
  - The CX Design Process
- **Introduction to Business Model Innovation**
  - The Context-Business Model Innovation
  - Breakthrough Business Innovation Model
- **The Deeper Impact of Innovation**
  - Innovation - Beyond Offerings
  - Innovation - Internal Impact
  - Innovation Grounded in Markets
  - Innovation - Opportunity to Do Much More
  - The Reason for Innovation
  - Rising Tides
- **Building a Winning Business Plan**
  - Purpose of the business plan
  - Format of the business plan

PRIME L&D

GInI GLOBAL INNOVATION INSTITUTE

CINP

- The Innovation Professional-World Changers of the Business World
- The Innovation Fundamentals - Getting to Know Business Innovation
- Getting Innovation Done - Running Innovation Projects in the Business
- Innovation's Design Outputs - The Many Forms of "What's New"
- The Effective Innovator - Einstein, Edison, Jobs, and You
- Creativity, Ideation, & Brainstorming-Tapping Info Innovation's Source of Life
- The Gini Breakthrough Innovation Method

- Getting Innovation Done - Running Innovation Projects in the Business
  - Running the Front End of Innovation
  - Running the Mid Zone of Innovation
  - Running the Back End of Innovation

PRIME L&D

GInI GLOBAL INNOVATION INSTITUTE

CINP

- **The Big Dig-The Role of Research in Innovation**
  - Core Concepts in Research . Problem/Solution Research
  - Forward-Looking Research Methods
  - "Hard" Research
  - Developing the Insights Plan
- **Design Thinking, Human-Centric Design, & The Role of Design in Innovation**
- **The Innovation Manager - Grand Masters of the New**
- **The Innovation Manager as Project Leader-Driving Focused Innovation**
- **Leading & Building a Core Innovation Team**
- **The Innovation Management Process**
- **Program & Project Management Tools for Innovation Management**
- **Engagement - The Art of Participatory Innovation**
- **Designing Innovation Spaces**
- **The Innovation Manager as Liaison - Leveraging Open Innovation**
- **Storytelling - How to Spark the Imagination & Turn Ships**
- **Selecting the Winning Ideas - My Innovation is Better Than Your Innovation**
- **Integration - Putting It All Together**

PRIME L&D

GInI GLOBAL INNOVATION INSTITUTE

CDTP

Introduction to Design Thinking

- Design Thinking Defined
- Some History - Good Design
- Some More History - The Leading Design Theories That Emerged
- Human-Centric Design- The Undergirding Philosophy of Design Thinking
- Reframing Problems - The Secret Sauce of Design Thinking
- The Impact of Design Thinking and Good Design on Business
- The Various Applications of Design Thinking
- When, Where, & How to Apply Design Thinking (and When, Where, & How Not To)
- The Procedural Approach to Design Thinking Design Methods - The Toolbox of Design Thinking
- Two Critical Skills in Design Thinking

The Design Thinking Process

- The Complete Design Thinking Process
- Problem Owning - Stating & Owning the Problem
- Problem Clarity - Unpacking & Reframing the Problem
  - Empathize - Hypothesis Formation
  - Business Experimentation
  - Define- Hypothesis Convergence
- Stating the Point of View - Insights that Flow Out of Empathy
- Defining the Design Principles - Guiding Directives That Flow Out of Understanding
- Value Definition - Conceiving the Right Solution
  - Solution Ideation
  - Solution Testing
  - Solution Convergence
- The Winning Value Proposition & Business Model
- Additional Considerations for HCD & The Design Thinking Process
- Post Design Thinking - Strategizing & Executing

CDTP

Prototyping for Design Thinking

- The Role of Prototyping in Design Thinking
- The Benefits of Prototyping
- The Twelve Purposes of Prototyping o Build to Learn
  - Build to Empathize u Build lu Clurify
  - Build to Think
  - Build to Engage
  - Build to Collaborate
  - Build to Communicate
  - Build to Compare o Build to Iterate
  - Build to Decide / Decision Prototypes
  - Build to Test / Build to Prove o Build to Inspire
- Prototype Types & Concepts
  - Prototype With A Purpose - OFAT Testing
  - Prototype Fidelity & Resolution
  - Conceptual Prototypes
  - Paper Prototypes
  - Frugal Prototypes / Quick & Dirty Prototypes
  - Scale Model Prototypes o Appearance / "Looks-Like" Prototypes
  - Wizard of Oz Prototypes
  - Functional / "Works-Like" Prototypes o Behavioral Prototypes
  - Experience Prototypes o User-Driven Prototypes
- Conclusions

CCInO

Foundations of Strategic Innovation

- Innovation Defined/The Point of Innovation
- Why Organizations Fail at Innovation
- Strategic Innovation - What You Need to Know
- Foundations of Value / Diffusion of Innovations / S-Curves
- The Four Types of Innovation
- The Three Innovation Time Frames
- External Realities

The Role of Innovation Strategy - What we WANT to do, and WHY

The Strategic Innovation Pathways

- Value Extraction - Market Exploitation
- Value Capture - Market Perpetuation / Market Penetration / Market Broadening
- Value Creation - Market Escalation / Market Expansion / .Market Creation

The Strategic Innovation Vehicles

- Internal R&D (Organic Growth)
- Partnerships (Extended Organic Growth)
- Corporate Venturing (Inorganic Growth)
- Mergers & Acquisitions (Inorganic Growth)

The Innovation Strategy Portfolio & Selection Matrix

- The Strategic Innovation Portfolio Mix
- The Strategic Innovation Matrix- Leveraging the Vehicles to Achieve the Pathways

Understanding the Front End / Mid Zone / Back End of Innovation

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CCInO

Understanding Enterprise Innovation

- The Point of Enterprise Innovation-HOW We Go About Pursuing Strategic Innovation
- Making Enterprise Innovation Really Happen - Layout of the 18 Elements of Corporate Innovation

EI Foundation

- Sponsorship & Leadership
- Philosophy / Beliefs
- Values
- Culture & Environment

EI Procedures

- Structure & Relationships
- Governance Processes
- Governance Metrics
- Roles & Responsibilities

EI Financing

- Funding
- Budget Management
- External Investment

EI Enablers

- Training & Resources
- Discovery & Insights
- Technology & Infrastructure
- Networks & Ecosystems

EI Engagement

- Mechanisms of Engagement

EI Reinforcement

- Recognition & Rewards
- Public Relations

PRIME L&D

GInI GLOBAL INNOVATION INSTITUTE

Programes

Leadership & Management
القيادة والإدارة

ilm Approved Centre

- The Balanced Score Card
- Talent Management and Retention
- Key Performance Indicators – KPIs
- Strategic Planning

- بطاقات الأداء المتوازن
- إدارة المواهب والاحتفاظ بها
- مؤشرات قياس الأداء
- التخطيط الاستراتيجي

إدارة الموارد البشرية

Human Resources

- تخطيط القوى العاملة
- المقابلات المبنية على الجدارات
- تحديد الاحتياجات التدريبية
- تخطيط التعاقب الوظيفي

- Workforce Planning
- Competency Based Interviewing
- Development Needs Assessment
- Succession Planning

Thomas
نظام تقييم توماس

- Thomas_PPA_certification
- Thomas_TEIQ_Certification

- شهادة توماس (TEIQ)
- شهادة توماس PPA

Finance & Accounting

المحاسبة والمالية

- The basics of international accounting standards
- Preparing for VAT
- Financial Statements Analysis

- أساسيات المعايير المحاسبية الدولية
- تحضير ضريبة القيمة المضافة
- تحليل القوائم المالية

الحوكمة والمراجعة الداخلية

Corporate Governance

- مفاهيم الحوكمة للشركات
- تقييم وإدارة المخاطر

- Corporate Governance
- Risk Assessment & Management

Legal

قانون

- Administrative Investigation
- Saudi Labor Law
- Drafting Contracts
- Social Insurance System

- التحقيق والضبط الإداري
- نظام العمل السعودي
- صياغة العقود
- نظام التأمينات الاجتماعية

التسويق الالكتروني

Digital Marketing

- Social Media Marketing
- SEO
- Essentials of Marketing and Customer Relationships in Tourism and Hospitality
- Planning and executing successful digital marketing campaigns
- Digital Marketing

- التسويق من خلال الشبكات الاجتماعية
- تحسين محركات البحث
- أساسيات التسويق وعلاقات العملاء في السياحة والضيافة
- تخطيط وتنفيذ حملات تسويق رقمية ناجحة
- التسويق الرقمي

إدارة المبيعات

Sales Management

- Sales Planning & Management
- Closing deals
- Order Forecast
- Sales Skills for beginner
- Closing Sales

- إدارة وتخطيط المبيعات
- مهارات اغلاق الصفقات
- توقعات الطلب
- مهارات البيع للمبتدئين
- المبيعات الختامية

PRIME L&D

إدارة المشاريع

Project Management

- Feasibility Study
- PM2 Project Budgeting & Cost Management
- Agile Project Management

- دراسة الجدوى
- تخطيط وإدارة ميزانيات وتكاليف المشاريع
- إدارة المشاريع الرشيقة

PRIME L&D

ريادة الأعمال

Entrepreneurship

- تصميم نماذج الأعمال
- دراسات جدوى المشاريع
- مهارات التحليل الجذري للمشكلات

- Business Model Design
- Feasibility Study
- Root Cause Analysis

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