



## Instructor-led Training & Certification Chart

### *Quick Reference Guide*

To successfully sell CWNP training and certification programs, sales associates must understand the basics of each course and requirements leading to and attaining certification. CWNP is pleased to provide you with this comprehensive chart and descriptions of each program. Full course descriptions, with objectives, and intended audiences can be found on the [www.cwnp.com](http://www.cwnp.com) web-site.

<u>CERT Program</u>	<u>Course Duration</u>	<u>Retail Price</u> (US Dollar)	<u>Exam Code</u>	<u>Exam Cost</u> (US Dollar)	<u>Exam Duration</u>	<u>No. of Questions</u>	<u>Pre-Reqs</u>	<u>Practice Test</u>	<u>Language</u>
CWTS	2 Days	\$1,495	PWO-070	125.00	90 min	60	None	Y	English
CWNA	5 Days	\$2,495	PWO-105	175.00	90 min	60	None	Y	English
CWAP	5 Days	\$2,795	PWO-270	225.00	120 min	60	CWNA	Y	English
CWSP	5 Days	\$2,795	PWO-204	225.00	90 min	60	CWNA	Y	English
CWDP	TBD	TBD	PWO-250	225.00	90 min	60	CWNA	Y	English
CWNE		-	-	-	-	-	NA, SP, AP, DP		English

**CWTS:** An *entry level* certification for sales professionals, project managers, and networkers who are new to enterprise Wi-Fi. Learn what Wi-Fi is before you learn how it works. **CWTS is a lifetime certification.**

**CWNA:** An *administrator level* certification for networkers who are in the field and need to thoroughly understand RF behavior, site surveying, installation, and basic enterprise Wi-Fi security. You learn how RF and IP come together as a Wi-Fi network.

**The CWNA certification is valid for 3 years.**

**CWSP:** A *professional level* certification for network engineers who are already CWNA certified and seek to establish their expertise in enterprise Wi-Fi security. Enterprise Wi-Fi can be secure, if the IT pros installing and configuring it understand how to secure the wireless network. **The CWSP certification is valid for 3 years.**

**CWAP:** A *professional level* certification for networkers who are already CWNA certified and have a thorough understanding of RF technologies and applications of 802.11 networks. The CWAP curriculum prepares WLAN professionals to analyze, troubleshoot, and optimize any wireless LAN. **The CWAP certification is valid for 3 years.**

**CWDP:** A *professional level* certification for networkers already CWNA certified, have a thorough understanding of RF technologies and applications of 802.11 networks. The curriculum prepares WLAN professionals to properly design wireless LANs for different applications to perform optimally in different environments. **The CWDP certification is valid for 3 years.**

**CWNE:** Requirements for earning the CWNE certification changed on October 1, 2010, when the CWNE exam (PW0-300) was retired. The new requirements for the CWNE certification are:

- Valid and current **CWSP**, **CWAP**, and **CWDP** certifications (requires **CWNA**).
- Three (3) years of documented enterprise Wi-Fi implementation experience.
- Three (3) professional endorsements.
- Two (2) other current, valid professional networking certifications.
- Documentation of three (3) enterprise Wi-Fi projects in which you participated or led in the form of 500 word essays.

**Note:** To maintain your certification status, students must re-certify every three (3) years by passing the most current version of the CWSP, CWAP, OR CWDP certification exam.