

## Module 6: Advanced Licensing Concepts

### ► IBM Licensing

- Understanding IBM's licensing terms
- Managing compliance for IBM products

## Module 7: Career Preparation and Soft Skills

### ► Project Work

- Real-world SAM and Licensing project
- Project planning and documentation

### ► Project Details and Presentation

- Demonstrating project work in interviews
- Building confidence in project delivery

### ► Profile Building (e.g., Naukri, LinkedIn)

- Creating a strong professional profile
- Highlighting relevant skills and achievements

### ► HR Handling and Mock Interview Sessions

- Preparing for HR interviews
- Handling behavioral questions with confidence

### ► Soft Skills Development

- Communication, teamwork, and time management

### ► Excel and Other Technical Knowledge

- Advanced Excel for reporting

## Module 8: Confidence Building

### ► MOC (Management of Change) Sessions

- Strategies for adapting to new processes
- Building adaptability and leadership qualities

### ► Interview Preparation

- Common questions in SAM and Licensing interviews
- Practicing technical and situational questions

### ► Confidence Building Activities

- Role plays, presentations, and group discussions.



## Software Training Placements Software Asset Management

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## Syllabus

# Software Asset Management (SAM) & Licensing

## Module 1: Introduction to Software Asset Management

Overview of Software Asset Management (SAM)

Importance of SAM in organizations

Benefits of implementing SAM practices

Key terminologies in SAM and Licensing



## Module 2: Asset Lifecycle Management

### ► Hardware/Software Asset Lifecycle

- End-to-end lifecycle stages
- Best practices for lifecycle management

### ► Hardware/Software Procurement Process

- Vendor selection and negotiation
- Purchase agreements and cost optimization

### ► Hardware/Software Disposal Process

- Disposal policies and methods
- Compliance with environmental regulations

## Module 3: Asset Inventory and Tracking

### ► Software Inventory Management

- Identification and classification of software assets
- Regular inventory updates

### ► Hardware Inventory Management

- Tagging and tracking methods
- Centralized inventory systems

### ► Inventory Management Best Practices

- Automation tools and techniques for inventory tracking

### ► Baseline Management

- Establishing and maintaining baselines for hardware/software

## Module 4: Licensing and Optimization

### ► Software License Metrics

- Licensing models: Per-user, Per-device, Concurrent, Cloud-based, etc.

### ► Software Cost Optimization

- Identifying unused licenses
- Negotiating contracts with vendors

### ► Software Reharvesting

- Reassigning licenses to reduce wastage

### ► Software Usage Tracking

- Monitoring usage patterns
- Ensuring compliance with licensing agreements

### ► Software Reconciliation and Advisory

- Comparing actual usage vs. licenses purchased
- Recommendations for license compliance

## Module 5: Software Audits and Tools

### ► Software Audits

- Preparing for audits
- Common pitfalls and how to avoid them

### ► Overview of SAM Tools (e.g., SNOW, ServiceNow)

- Introduction to tools for tracking and managing assets
- Hands-on demonstrations

### ► Preparation of ELP Reports

- Effective license position (ELP) analysis
- Steps to create detailed and accurate reports

### ► Software Audit Control

- Audit readiness checklist
- Responding to vendor audits