


SCORM Download Best Practices

This guide explains the best practices for successful download and deployment of Sandler Training content. Let's get started!




Several Sandler Training courses contain groups of lessons. This is important when unzipping files. A zip file may contain additional zip files. Here is an example:



Open the Negotiating Mastery.zip to access the lessons

Example of .zip with a .zip file

Negotiation Mastery.zip > Negotiation Mastery

Name	Date Modified	File Size
 how-a-selling-system-prepares-you-to-	2020-06-26	18.7 MB
 practice-leading-a-win-win-negotiation	2020-06-26	24.3 MB
 negotiation-tactics-respond-to-prospect	2020-06-26	10.4 MB

Upload these individual lessons to the LMS to build your course.

Sandler recommends naming the course with the Course Title. Then, name each individual .zip file as a lesson/chapter. In this example your setup may display as:

Negotiating Mastery (course)

- How a selling system prepares you to negotiate (lesson/chapter)
- Lead a collaborate negotiation (lesson/chapter)
- Negotiation tactics respond to prospects wo are asked for added value (lesson/chapter)

These steps eliminate upload errors related to uploading .zip files within .zip files.