Express Security for Account Managers and System Engineers

Duration: 1 Day   Course Code: ESAMSE   Version: 1.0

Overview:

This course has utilised the ELT content for the Cisco Express Specialisation - Security Track and converted it into an ILT delivery. The course covers the requirements for both the Account Manager and System Engineers roles. The content is much more interactive with additional focus on exam prep and job role relevance. The first part of the day is aimed at the account manager role with the 2nd half focusing on the system engineers. The System Enginners should however attend for the whole day.

The relevant Exams are - 700-551 for Account managers and 500-651 for System Engineers
Please Note : In order to gain account manager specialisation students will also need to have passed the **810-401** or **810-403** Outcomes exam or have passed the current **810-440** DTBAA exam.

Target Audience:

Individuals involved in the selling of Cisco's security portfolio as well as those who are fulfiling the account manager and systems engineer roles in the Express Specialisation - Security Track as part of Cisco's Channel Partner Program.

Objectives:

- **After completing this course students should be able to understand:**

- The top security challenges in the current threat landscape.

- The key ways Cisco security solutions enable customers.

- The value the Cisco Security Solution provides to customers.

- How to position the Cisco Security offering.

Prerequisites:

Attendees should meet the following prerequisites:

- None required
- DTBAA - Adopting The Cisco Business Architecture Approach

Testing and Certification

Recommended as preparation for the following exams:

- **700-551 -** Express Security for Account Managers
- **500-651** - Security Architecture for Systems Engineers

Content:

Morning - AM

- Why Sell Security
- Benefits of building a security practice
- Selling Cisco Security Outcomes
- Partner Value Proposition
- Cisco Security ; Threat Landscape
- Solution Messaging and Positioning:
- DNS Layer Security
- NGFW
- NGIPS
- Web Security
- Email Security
- Identity ; Access Control
- Remote Access VPN
- Cyber Threat Defense ; Network Analytics
- Cloud App Security
- Malware Protection
- Talos
- Customer Use Cases
- Why Partner with Cisco
- Exam preparation

Afternoon - SE

- Design and Deployment Principles
- Solution Deep Dive
- Web ; Email Security
- Cloud Security
- NGW ; NGIPS
- Policy ; Access
- Advanced Threat
- Solution Deep Dive
- Partner Tools
- Exam preparation

Further Information:

For More information, or to book your course, please call us on 0800/84.009

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www.globalknowledge.com/en-be/