An Account Managers Introduction to Cisco Sales (ICS)

Varighed: 1 Day   Kursus Kode: AMICS

Beskrivelse:

This course has been designed to provide account managers with foundational-level knowledge of Cisco architectures, products and solutions. The focus is on how sales personnel can effectively sell and align Cisco solutions to their Customers business requirements. This course covers similar topics to the Introduction to Cisco Sales elearning but it is significantly more indepth, This course will help attendees prepare for the Cisco 700-150 exam, which is one of the required account manager exams for Cisco Channel Specialisations.

Målgruppe:

Parter Account Managers, Business Development Managers, sales enginneers as well as other individuals looking to obtain the Cisco 700-150 ICS exam.

Agenda:

- **After completing this courses attendees should be able to:**

- Understand the Cisco Approach to Selling.

- Articulate Cisco Architectures, Products and Solutions.

- Align Cisco Solutions with a Customers Business Requirements.

- Describe Customer Experience from a Cisco Perspective

- Feel prepared for the ICS Exam

Forudsætninger:

Attendees should meet the following prerequisites:

- None required for this course

Test og certificering

Recommended as preparartion for the following exam:

- 700-150 - Introduction to Cisco Sales

Indhold:

Why Cisco (30 mins)	Selling Cisco Security Solutions (45 mins)	Introduction to Customer Experience (Non–Exam topic)
Cisco's Approach to Selling (30 mins)	Selling Cisco DC and Cloud Architecture Solutions (45 mins)	Exam Prep
Selling Cisco Enterprise and Digital Network Solutions (45 Mins)	Selling Cisco Collaboration Solutions (45 Mins)	

Flere Informationer:

For yderligere informationer eller booking af kursus, kontakt os på tlf.nr.: 44 88 18 00

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