

## An Account Managers Introduction to Cisco Sales (ICS)

**Varighed: 1 Day    Kursus Kode: AMICS    Leveringsmetode: Virtuel deltagelse**

### 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.

#### Virtual Learning

This interactive training can be taken from any location, your office or home and is delivered by a trainer. This training does not have any delegates in the class with the instructor, since all delegates are virtually connected. Virtual delegates do not travel to this course, Global Knowledge will send you all the information needed before the start of the course and you can test the logins.

### Målgruppe:

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

### Agenda:

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| ■ <b>After completing this courses attendees should be able to:</b> | ■ Align Cisco Solutions with a Customers Business Requirements. |
| ■ Understand the Cisco Approach to Selling.                         | ■ Describe Customer Experience from a Cisco Perspective         |
| ■ Articulate Cisco Architectures, Products and Solutions.           | ■ Feel prepared for the ICS Exam                                |

### Forudsætninger:

#### Attendees should meet the following prerequisites:

- None required for this course

### Test og certificering

#### Recommended as preparation 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)	

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## Flere Informationer:

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

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[www.globalknowledge.com/da-dk/](http://www.globalknowledge.com/da-dk/)

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