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## Advanced Security Architecture for Account Managers

**Duration: 1 Day    Course Code: ASAAM**

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### Overview:

This course has been designed to provide an indepth understanding of Cisco's Security Portfolio, with specific emphasis on the requirements for the Cisco Security Architecture Specialisation account manager role. Attendees will learn how to correctly position the products, articulate their value and influence key decision makers

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### Target Audience:

Channel Partner Account Managers looking to enhance their Cisco Security Architecture knowledge and partners looking for Cisco Advanced Security Architecture Specialisation accreditation.

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### Objectives:

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| ■ <b>After attending this course you should be able to:</b>                                  | ■ Articulate Cisco's Value proposition                      |
| ■ Understand the need for a Unified Security Framework                                       | ■ Identify each of Cisco's 4 unique differentiators         |
| ■ Describe the components of the Cisco Security Solution.                                    | ■ Understand the importance of Software Lifecycle Planning. |
| ■ Recognize Customer Challenges and advise the correct solution for the business requirement |   |
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### Prerequisites:

#### Recommended Prerequisites:

- None

### Testing and Certification

#### Recommended as preparation for exam:

- **700-260** - Advanced Security Architecture for Account Managers
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## Content:

### Cisco Security Architecture

- Customer Challenges
- Trends and Business Drivers
- Value to the Business
- Future Cisco Unified Security Architecture
- Current Cisco Security Framework Elements

### Cisco Security Architecture Solutions

- Content
- Network
- Access and Mobility

### Customer Use Cases and Architecture Designs

- Use Case Scenarios: Small Business, Data Center, Advanced Projection, Mobile Access
- Customer Challenges
- Cisco Solutions and Architecture Designs
- Customer Objections

### Building the Business Case

- Costs of Security Breaches
- Problems both Sellers and Customers face
- Benefits of Selling Cisco Solutions
- Customer Cost Benefits of using Cisco Solutions

### Value Propositions

- Decision Drivers for Key Customers
- Value Proposition Solution Use Cases
- Differences between selling the Architecture and Individual Products

### Competition

- What to Look for in a Security Solution Provider
- Cisco's Differentiator's
- Cisco's award-winning solutions

### Licensing and Software Lifecycle Management

- License Options
- Software Lifecycle Framework: Activate, Adopt, Cross and Upsell, Asset Management, Renew

### Cross Architecture Technology Solutions

- Cyber Threat Defence
- Secure Data Center
- Unified Access
- TrustSec
- Security as a Services

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## Further Information:

For More information, or to book your course, please call us on Head Office Tel.: +974 40316639

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