

An Account Managers Introduction to Cisco Sales (ICS)

Duration: 1 Day Course Code: AMICS Delivery Method: Virtual Learning

Overview:

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.

Target Audience:

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

Objectives:

- **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

Prerequisites:

Attendees should meet the following prerequisites:

- None required for this course

Testing and Certification

Recommended as preparation for the following exam:

- 700-150 - Introduction to Cisco Sales

Content:

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)	

Further Information:

For More information, or to book your course, please call us on Head Office 01189 123456 / Northern Office 0113 242 5931

info@globalknowledge.co.uk

www.globalknowledge.com/en-gb/

Global Knowledge, Mulberry Business Park, Fishponds Road, Wokingham Berkshire RG41 2GY UK