Collaboration Field Engineer Boot Camp
COFE

Delivery Type: Classroom
Duration: 1 day

Overview

This course has been designed specifically for Field Engineers looking to acquire the Collaboration Architecture accreditation. The course will focus on the Collaboration Architecture Strategy, Achieving Business Transformation, and Customer Solution Scenario's..

Pre-Requisites

✓ None are required for this course.

Objectives

After you complete this course you will be able to:

✓ Describe and identify the impact of the collaboration architecture in qualifying, designing, and positioning an opportunity with a customer. You will also describe or recommend the appropriate Cisco Collaboration Designs.

✓ Explore business drivers for the Cisco Collaboration Architecture and see how the Cisco collaboration portfolio can help drive business transformation.

✓ Qualify an opportunity with a customer, identify key business drivers as they relate to the customer, and identify needs and pain points from customer responses to trigger questions.

✓ Develop an understanding of how you can use the Cisco Collaboration Architecture to build a customer use case to address these needs.

✓ Understand the concept of Cisco Designs and identify how to apply them to your customers' requirements. You will review some real customer scenarios and learn how business transformation was successfully achieved in these scenarios.

Target Audience

This course has been designed specifically for Channel Partner Field Engineers looking to achieve the Cisco Collaboration Architecture accreditation.

Certification

Recommended Preparation for exam(s):
✓ 650-368 PSACAFE

This exam is required for channel partners looking to fill the Collaboration Support Specialist role. For more information, please visit: www.dada.bg/certificates