Selling Cisco Borderless Network Architectures
GSCBNA100E

Delivery Type: Classroom
Duration: 1 day

Overview

The Selling Borderless Network Solutions workshop is a one-day course designed to help account managers understand the elements and business value of Cisco Borderless Network solutions, and to teach them how to uncover opportunities and position solutions in a way that will clearly demonstrate their relevance to both business and technical decision makers.

Follow on Courses

Borderless Networks is not the only Cisco Architecture ,courses are also available for both collaboration and Data center.

- ✓ Selling Cisco Collaboration Solutions
- ✓ Selling Data Center Solutions

Objectives

After you complete this course you will be able to:

- ✓ Identify business drivers accelerating the need to implement full Borderless Network solutions
- ✓ Describe the value of Cisco Borderless Network solutions for both technical and business decision makers
- ✓ Explain the elements of the Cisco Borderless Networks Architecture
- ✓ Recognize Borderless Network opportunities
- ✓ Apply a questioning process to uncover customer needs
- ✓ Overcome common objections to Borderless Networks
- ✓ Access tools and resources to support sales activities