

Selling Cisco Data Center Architectures

GSCDCA100E



Delivery Type: Classroom

Duration: 1 day

Overview

The Selling Data Centre Solutions workshop is a one-day course designed to help account managers understand the elements and business value of Cisco Data Centre 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.

Objectives

After completing this program, you will be able to:

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