

Selling Cisco Business Edition 6000 v1.0

SCBE6K



Delivery Type: Classroom

Duration: 1 day

Overview

In today's competitive business environment mid-sized businesses are looking for ways to improve collaboration across their value chain and increase employee productivity using technology. The challenge is that they often have limited budgets and technical resources, and are looking for ways to minimise their investment and the complexity of technology solutions and maximise functionality. Cisco Business Services 6000 is designed for organisations with up to 1000 employees and offers premium voice, video, mobility messaging, presence and contact center features on a single platform.

The Selling Cisco Business Edition 6000 workshop is a 1-day program designed to help Account Managers identify, qualify and close Cisco Business Edition 6000 sales. It provides sales professionals with both the product knowledge and the skills required to initiate effective business-level and technical conversations and gain customer commitment.

Target Audience

Account Managers, pre-sales engineers and solutions sales teams involved in the selling of the Cisco Business Edition 6000

Objectives

After completing this program, you will be able to:

- ✓ Understand the common challenges faced by small and mid-sized businesses.
- ✓ Identify Cisco Business Edition 6000 prospects.
- ✓ Explain Cisco Business Edition 6000 features and benefits in a way that highlights its competitive advantage.
- ✓ Use a questioning process to validate Cisco Business Edition 6000 opportunities with customers.
- ✓ Position the business and technical value of Cisco Business Edition 6000 to different decision makers.
- ✓ Use a process to identify and overcome objections.
- ✓ Access Cisco tools and resources to support Cisco Business Edition 6000 sales activities.

Follow on Courses

DADA.bg offers a wide portfolio of courses that would benefit individuals involved in the selling of Cisco Products and Services. The courses below are focused specifically on the Cisco Portfolio, however should require courses that focus on the development of sales

potential then please contact your DADA.bg account manager who will be able to provide those details for you

- ✓ CCS100E - Cisco Competitive Selling
- ✓ GSCBNA100E - Selling Cisco Borderless Network Architectures
- ✓ GSCCA100E - Selling Cisco Collaboration Architectures
- ✓ GSDCA100E - Selling Cisco Data Center Architectures
- ✓ SCBYOD - Selling Cisco BringYour Own Device Solutions
- ✓ SCCLLOUD - Selling Cloud Solutions
- ✓ SCIPv6 - Selling Cisco IPv6
- ✓ SCTS100E - Selling Cisco Telepresence Solutions
- ✓ SCWEBEX - Selling Cisco Webex

Further Information

Delegates looking for a course that covers a wider view of the collaboration portfolio should consider

- ✓ GSCCA100E - Selling Cisco Collaboration Architectures