

Selling Cisco WebEx (SCWEBEX)

ID SCWEBEX Preis auf Anfrage Dauer 0,5 Tage

Kursüberblick

From a business outcome perspective, these highly interactive sales-focused sessions explore key Cisco Cloud Solutions, including their capabilities and the related sales propositions.

We consider how best to engage with customers and to qualify Cisco cloud opportunities to help close deals.

Cisco WebEx - One app for everything. And everyone. Calling, meetings, messaging, and events in the cloud for teams of all sizes.

Kursziele

- Overview of the benefits of Webex
- What trigger questions to ask key customer stakeholders to help qualify Webex collaboration opportunities and where the best insertion points are.
- Strategies to overcome objections.
- Where to find additional sales resources.
- How to demo the highlights of a Webex solution.

Detaillierter Kursinhalt

- Works happens Everywhere – Hybrid Working explained
- The Connectivity Tissue - Across all devices, workspaces and customer journeys
- Cisco Webex explained:
 - Open
 - All devices
 - Call, Meet, Message, Contact Centre, Integration options
- Sales Tools:
 - Capability Maturity Model portal
 - Collaboration Sales Central
 - Sales Connect Collaboration Hub
- Case-Studies examined
- What trigger questions to ask key customer stakeholders to help qualify collaboration opportunities and where the best insertion points are for Webex
- Strategies to overcome objections.
- Collaboration Flex licensing explained

- Cisco Work Bundle explained
- Where to find additional sales resources.
- How to demo the highlights of a Webex solution.

Final knowledge-check: -

- Quick-fire Quiz (Slido or similar).

Über Fast Lane



Fast Lane ist weltweit, mehrfach ausgezeichnete Spezialist für Technologie und Business-Trainings sowie Beratungsleistungen zur digitalen Transformation. Als einziger globaler Partner der drei Cloud-Hyperscaler Microsoft, AWS und Google und Partner von 30 weiteren führenden IT-Herstellern bietet Fast Lane beliebig skalierbare Qualifizierungslösungen und Professional Services an. Mehr als 4.000 erfahrene Fast Lane Experten trainieren und beraten Kunden jeder Größenordnung in 90 Ländern weltweit in den Bereichen Cloud, künstliche Intelligenz, Cybersecurity, Software Development, Wireless und Mobility, Modern Workplace sowie Management und Leadership Skills, IT- und Projektmanagement.



Fast Lane Services

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- ✓ Consulting Services
- ✓ Managed Training Services
- ✓ Digitale Lernlösungen
- ✓ Content-Entwicklung
- ✓ Remote Labs
- ✓ Talentprogramme
- ✓ Eventmanagement-Services

Trainingsmethoden

- ✓ Klassenraumtraining
- ✓ Instructor-Led Online Training
- ✓ FLEX Classroom – Klassenraum und ILO kombiniert
- ✓ Onsite & Customized Training
- ✓ E-Learning
- ✓ Blended & Hybrid Learning
- ✓ Mobiles Lernen

Technologien und Lösungen

- ✓ Digitale Transformation
- ✓ Artificial Intelligence (AI)
- ✓ Cloud
- ✓ Networking
- ✓ Cyber Security
- ✓ Wireless & Mobility
- ✓ Modern Workplace
- ✓ Data Center



Weltweit vertreten
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Cisco, Google, NetApp, VMware



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