

Cisco Sales Expert (CSE): 2 dagen

Doelgroep:

This course is intended for newly hired Cisco Account Managers as well as newly hired Channel Partners/Resellers Account Managers. Also AMs that are due for re-certification.

Voorkennis:

All delegates should have a working knowledge of:

- None required for this course

Globale inhoud:

This two-day instructor led course provides both Cisco and partner account managers who are new to Cisco with a conceptual understanding of Cisco products and solutions and a conceptual understanding of how to sell those products and solutions. This course is also for Account Managers that need to re-certify as a CSE.

Invulling:

Klassikale training met praktijkoefeningen

Specifieke inhoud:

Why Cisco?

- Cisco Background Information
- Cisco Products and Solutions

Campus LAN

- What is a Campus LAN?
- Cisco Campus LAN Solutions
- Campus LAN Opportunities

Wireless LAN

- What is a wireless LAN?
- Cisco wireless LAN solutions
- Wireless LAN Opportunities
- Wireless LAN Conclusion

WAN

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- What is a WAN?
- Cisco WAN Solutions
- WAN Opportunities

IP Telephony

- What is IP Telephony?
- Cisco IP Telephony Solutions
- IP Telephony Opportunities
- IP Telephony conclusion

Security and VPN

- What is Network Security?
- Cisco Security Strategy
- Cisco Network Security Solutions
- Network Security Opportunities
- Network Security Conclusion

Network Management

- What Is Network Management?
- Cisco Network Management Solutions
- Network Management Opportunities
- Network Management Conclusion

Service and Support

- What is Service and Support?
- Cisco Service and Support Solutions
- Service and Support Opportunities

Optical Networking

- What is Optical Networking?
- Cisco Optical Networking Solutions

Storage Networking

- What Is Storage Networking?
- Cisco Storage Networking Solutions

Content Networking

- What Is Content Networking?
- Cisco Content Networking Solutions

Video

- What Is Video?
- Cisco Video Solutions

High-Speed Access

- What Is High-Speed Access?
- Cisco High-Speed Access Solutions
- High-Speed Access Conclusion

Cursusvorm(en):

Klassikaal

Rooster komende maanden:

6 september 2010 Zoetermeer € 995,00

1 november 2010 Nieuwegein € 995,00

21 december 2010 Amsterdam € 995,00

Meer data: <http://www.twice.nl/cursusdata.aspx?v=13764>

Alle vermelde prijzen zijn onder voorbehoud en exclusief 19% BTW.

Voor meer informatie over of reserveren van deze training kunt u contact opnemen met één van onze opleidingsadviseurs. (telefoon: 0343-533123, e-mail: info@twice.nl).

Inschrijven of reserveren kan ook via onze website. Klik op onderstaande link om direct te reserveren voor deze training.

Direct inschrijven:

<http://www.twice.nl/content/inschrijven.asp?id=13764>