

CI - CSE

Cisco Sales Essentials v5.0



Summary

Duration	Vendor	Category
2 Days	Cisco	Sales

Introduction

The goal of CSE v5.0 is to provide both Cisco and partner account managers and system engineers with the introductory information they need to sell Cisco core products and solutions. There will be a focus on Architectures and sales opportunities relevant to partners. The course is also designed for account managers and engineers wishing to earn the Cisco Sales Expert designation by passing the associated exam.

Prerequisites

Prior to completing the course, Account Managers and Engineers should have basic understanding of networking.

Course Objectives

Upon completing this course, you will be able to meet these objectives:

- Describe Cisco's strengths and Partner benefits
- Describe the Borderless Network Architecture
- Describe the Small Business Architecture
- Describe the Collaboration Architecture
- Describe the Virtualization Architecture
- Describe how Cisco enhances partner profitability

Course Outline

- Partnering With Cisco
- Networking Basics
- Small Business
- Borderless Network Architecture
- Collaboration Architecture
- Virtualization Architecture
- Enhancing Partner Profitability

Associated Certifications & Exams

The 646-205 CSE Cisco Sales Expert exam tests a candidate's knowledge of selling the Small Business, Collaboration, Borderless Networks and Virtualization Architectures. Additional areas required include support offerings, partner tools and the competitive differentiators and positioning of Cisco products and solutions.

On successful completion of this course students will receive a Torque IT attendance certificate.