

## CI - CSE

### Cisco Sales Essentials

#### Summary

**Duration**  
2 Days

**Vendor**  
Cisco

**Category**  
Sales



#### Introduction

Cisco Sales Essentials v4.0 provides both Cisco and partner Account Managers and System Engineers with the introductory information they need to resell Cisco core products and solutions. It is designed for both Account Managers and System Engineers wishing to pass the Cisco Sales Essentials exam.

#### Prerequisites

None

#### Course Objectives

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

- You will describe Cisco strengths and why it is beneficial to partner with them.
- You will describe Cisco Network Systems solutions.
- You will describe Cisco mobility solutions.
- You will describe Cisco Unified Communications solutions.
- You will describe Cisco data center solutions.
- You will describe Cisco security solutions.
- You will describe how to use partner support and technical services to increase revenue.

#### Associated Certifications & Exams

The 646-204 CSE Cisco Sales Expert exam tests a candidate's knowledge of the features and benefits of unified communications, mobility, security, data center, routing and switching products, service and support offerings, partner tools and the competitive differentiators and positioning of Cisco solutions.

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