

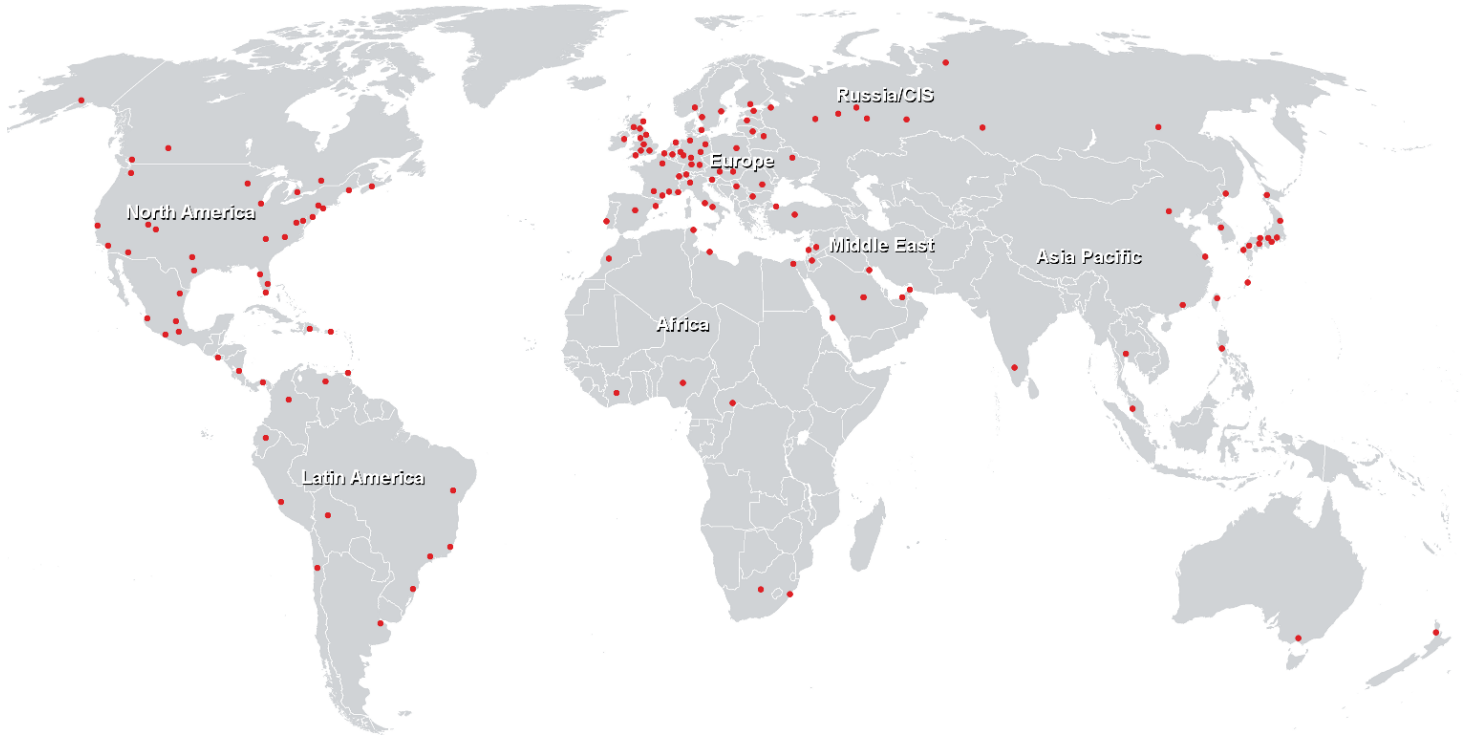
Selling Cisco DUO (SCDUO)

ID SCDUO **Preis** auf Anfrage **Dauer** 0.5 Tage

Kursziele

- Overview the benefits of a cloud-based MFA solution.
- What trigger questions to ask key customer stakeholders to help qualify DUO 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 DUO solution.

Weltweite Trainingscenter



Fast Lane Institute for Knowledge Transfer GmbH

Husacherstrasse 3
CH-8304 Wallisellen
Tel. +41 44 832 50 80

info@flane.ch, <https://www.flane.ch>