

Selling Cisco ACI (SCACI)

ID SCACI Preis auf Anfrage Dauer 0.5 Tage

Kursziele

- What are the business drivers for ACI and ACI Anywhere
- What trigger questions to ask key customer stakeholders to help qualify ACI opportunities and where the best insertion points are.
- Strategies to overcome objections.
- Where to find additional sales resources.
- How to demo the highlights of an ACI Anywhere solution.

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Weltweite Trainingscenter



Fast Lane Institute for Knowledge Transfer (Switzerland) AG

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

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