

Selling Cisco ISE (SCISE)

ID SCISE 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.

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Weltweite Trainingscenter



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