

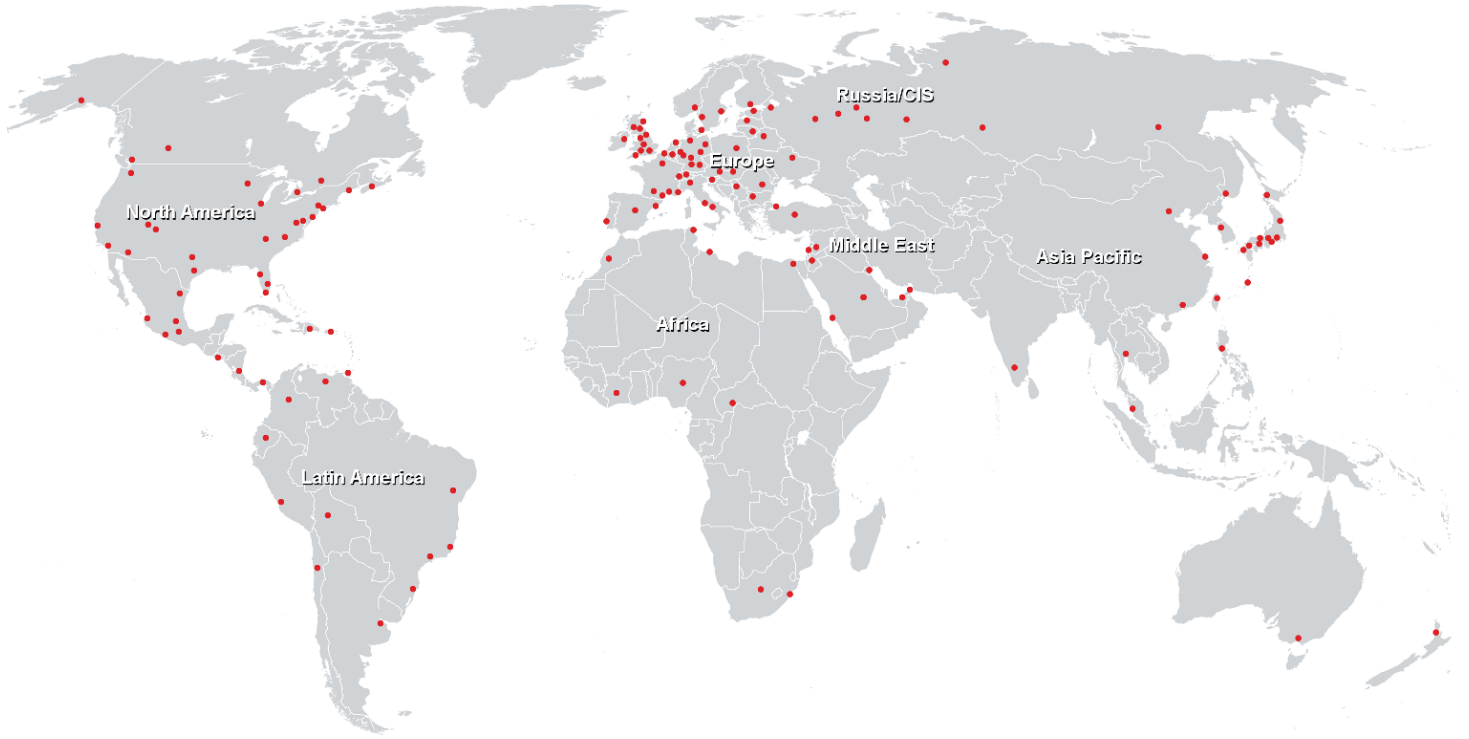
Selling Cisco Umbrella (SCUMB)

ID SCUMB Preis auf Anfrage Dauer 0.5 Tage

Kursziele

- Overview the benefits of a cloud-based Secure Internet Gateway (SIG) and Secure Access Secure Edge (SASE) solutions based on Cisco Umbrella
- What trigger questions to ask key customer stakeholders to help qualify Umbrella 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 Umbrella SIG solution.

Weltweite Trainingscenter



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