



Win more Collaboration Business through Outcomes based Sales Strategies (BE6KAM)

ID BE6KAM **Price** CHF 1,150.—(excl. VAT) **Duration** 1 day

Who should attend

The primary audience is Account Managers addressing the Mid-Market segment.

Prerequisites

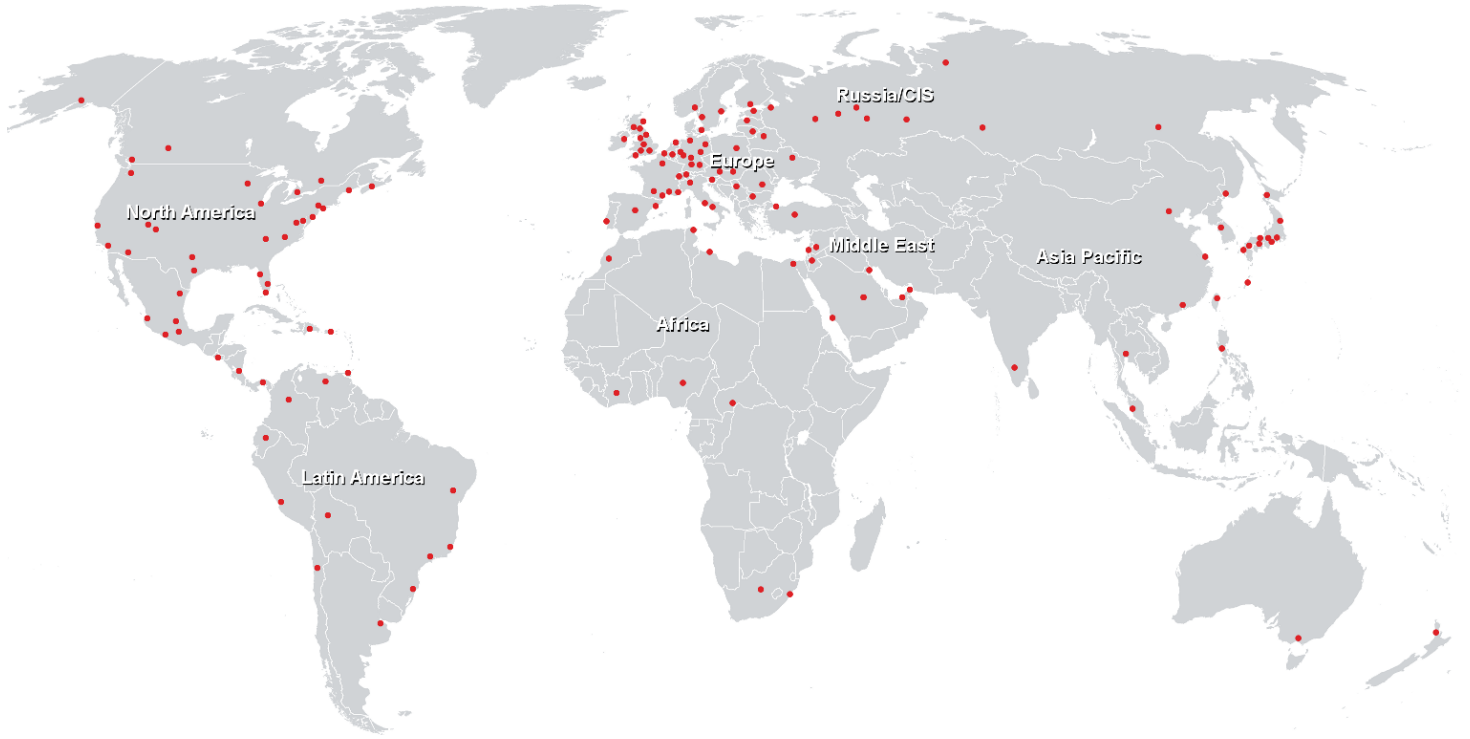
None

Course Objectives

At the end of this one day training delegates will feel confident in understanding more about the mid-market business needs and careabouts and how to position the Cisco BE6K solution as a perfect scalable, evolutionary solution which is so flexible that it can respond to the market dynamics which drive businesses in the Mid-Market.

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Training Centres worldwide



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