Selling Cisco DNA (SCDNA)

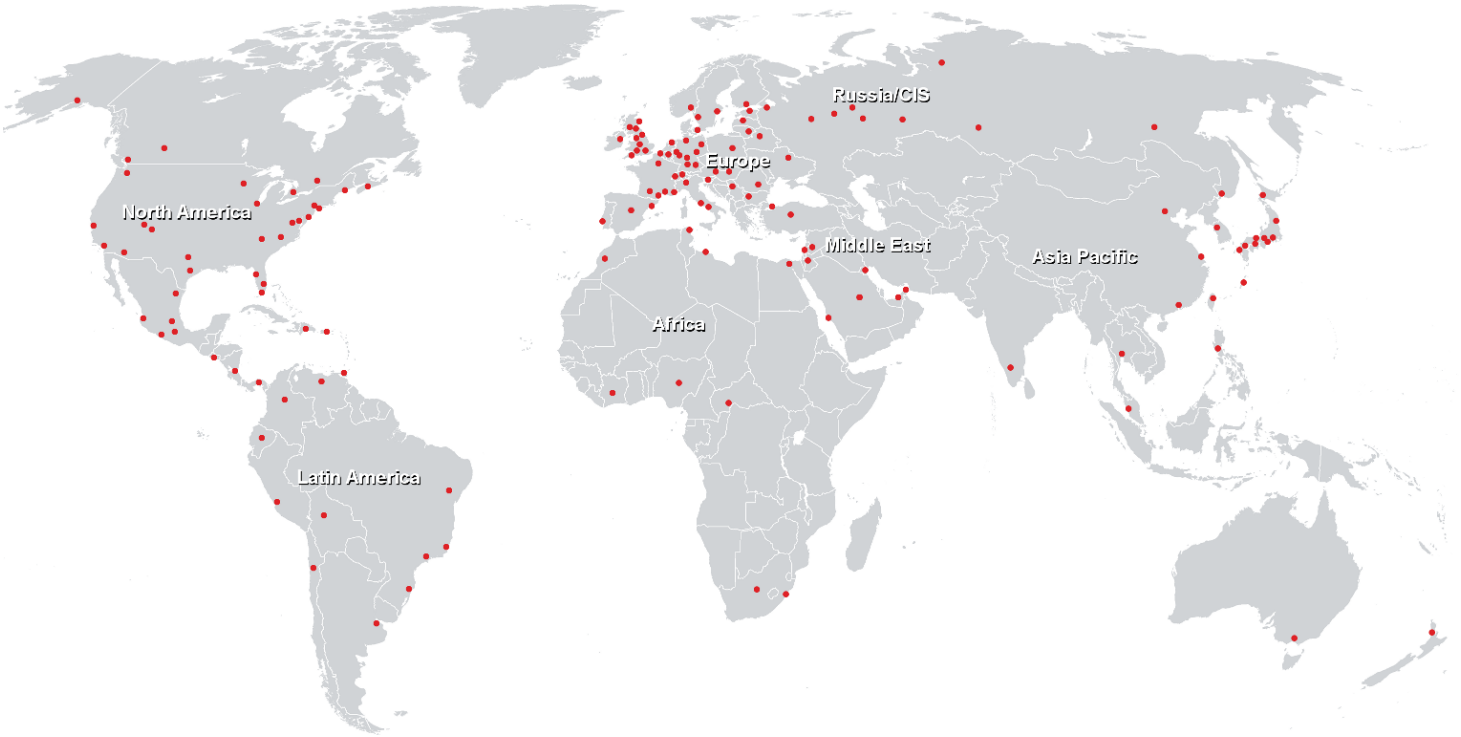
ID SCDNA **Price** on request **Duration** 1 days

Course Objectives

- Overview the benefits of a DNA enabled network solution.
- Consider Software Defined Access (SDA), and Software-defined WAN (SDWAN) solutions
- What trigger questions to ask key customer stakeholders to help qualify DNA 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 DNA solution.

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Training Centres worldwide





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