



Selling Cisco WebEx (SCWEBEX)

ID SCWEBEX Price on request Duration 0.5 days

Course Objectives

- Overview of the benefits of Webex
- What trigger questions to ask key customer stakeholders to help qualify Webex collaboration 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 Webex solution.

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Training Centres worldwide



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