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## 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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