# Business Led Secure DC Training for Account Managers (BLSDC)

**ID** BLSDC **Prix** CHF 890,– (Hors Taxe) **Durée** 1 jours

## A qui s'adresse cette formation

The primary audience for this workshop is the Sales Professional working mid-market and enterprise accounts.

## Pré-requis

Students should have a basic understanding of Data Center technology and security terminology.

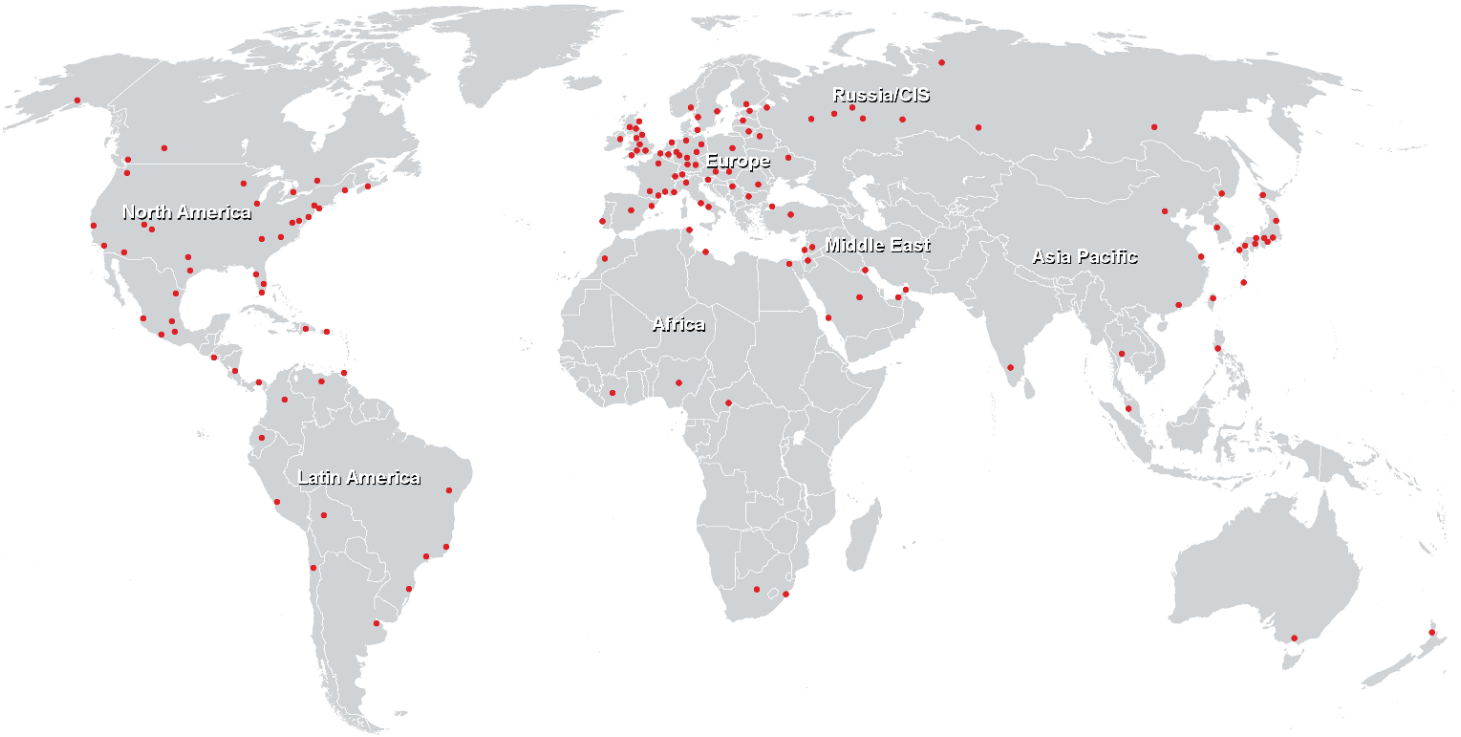
## Objectifs

Following completion of this course, students will:

- Be able to articulate the value of a Cisco Secure DC to a customer and how that can benefit and transform a customer’s business.
- Discuss how Security and DC working together can drive efficiency within the DC
- To ensure that security is included in every Data Center deal
- Understand key buying centres and key buyers and how to engage them to successfully sell Cisco Secure DC solutions
- Understand how to differentiate Cisco solutions against the competition
- How to take a ‘business-led’ approach to selling and positioning Data Center security

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**Centres de formation dans le monde entier**






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