

Selling Cisco ACI (SCACI)

ID SCACI Prix sur demande Durée 0,5 jours

Objectifs

- What are the business drivers for ACI and ACI Anywhere
- What trigger questions to ask key customer stakeholders to help qualify ACI opportunities and where the best insertion points are.
- Strategies to overcome objections.
- Where to find additional sales resources.
- How to demo the highlights of an ACI Anywhere solution.

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Centres de formation dans le monde entier



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