

CSE

Cisco Sales Essentials



Cisco Sales Essentials provides both Cisco and partner Account Managers and System Engineers with the introductory information they need to resell Cisco core products and solutions. It is designed for both Account Managers and System Engineers wishing to pass the Cisco Sales Essentials Exam 646-205.

Course Contents

- Partnering with Cisco
- Networking Basics
- Small Business
- Borderless Network Architecture
- Collaboration Architecture
- Virtualization Architecture
- Enhancing Partner Profitability

Knowledge Prerequisites

None.



Reservation and Registration

We will be glad to make a free and non-binding course reservation for you for the duration of two weeks. On www.expertech-training.com under *Registration*, you can conveniently make course reservations, registrations, and hotel reservations. Alternatively, call us under +49 6074 4868-0.

For closed groups of participants, we can modify the course contents according to your requirements. Do not hesitate to contact us!



2 days €1,190 exclusive of V.A.T.

Course date (mm/dd/yy)/Location

02/20-02/21/12	Hamburg	08/20-08/21/12	Hamburg
04/02-04/03/12	Frankfurt	10/01-10/02/12	Frankfurt
05/15-05/16/12	Düsseldorf	11/15-11/16/12	Düsseldorf
06/25-06/26/12	München	12/17-12/18/12	München
06/25-06/26/12	Wien	12/17-12/18/12	Wien

Up-to-date information: www.expertech-training.com CSES

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