



Small Business Foundation Bootcamp for Account Managers

Overview

The Cluster Learning *Small Business Foundation Bootcamp for Account Managers* is an intensive one-day instructor-led course designed to help attendees increase competency in selling & deploying integrated Cisco Small Business solutions and to pass the Cisco 650-256 SB Foundation for Account Manager exam.

Passing the 650-256 SB Foundation for Account Manager exam will satisfy the account manager job role requirement of the Cisco Select Certification in the Cisco Certified Partner program. The exam will test the ability to successfully articulate the value of Cisco Small Business Solutions and to understand small-sized customers' business requirements. The day concludes with all attendees taking the on-line exam.

Audience

Sales people & account managers responsible for sales methodology and customer engagement.

Prerequisites

Delegates must bring a WiFi enabled laptop to the training session so that they can take their exam online at the end of the training.

Duration

One day

Objectives & Agenda

The following topics will be discussed: -

- Cisco for Small Business Overview
- Smart Business Roadmap
- Cisco Small Business Switching
- Cisco Small Business Routing
- Cisco Small Business Security
- Cisco Small Business UC320
- Cisco WebEx Meeting Center
- Cisco OnPlus Service
- Cisco Small Business Service & Support
- Cisco SMART Designs
- Cisco Tools and Resources for Account Managers
- Take the 650-256 SBF-AM exam