



# Advanced Core and WAN Specialization Requirements

[Role-Sharing Guidelines](#) (PDF - 59 KB)

For country requirements, learn more about [country groupings](#).

## Account Manager

Responsible for sales methodology and customer engagement.

Requirements:	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403) OR	<a href="#">Exam</a>	\$150	1 hour
Adopting the Cisco Business Architecture Approach (810-440)	<a href="#">Exam</a>	\$150	1.5 hours
Recommended Training:	Format	Cost (USD)	Duration
Selling Business Outcomes Training OR	<a href="#">E-Learning</a>	\$0	6 hours
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	<a href="#">E-Learning</a>	\$280	6 hours
<b>Total:</b>		<b>\$150 or \$430</b>	<b>7 hours or 7.5 hours</b>

## Systems Engineer

Presales engineer responsible for Intelligent WAN solution planning and design. Possesses both business and technical skills. Understands customer business needs and issues, business process and transformation.

Prerequisite:	Format	Cost (USD)	Duration
CCDP or CCDE or CCIE Routing and Switching	<a href="#">Exam</a>	\$750	5 hours
Requirements:	Format	Cost (USD)	Duration
Enterprise Networks Core and WAN Exam (ENCWE) (#500-452)	<a href="#">Exam</a>	\$300	1 hour
Recommended Training:	Format	Cost (USD)	Duration
Enterprise Networks Core and WAN Essentials (ENCWE)	<a href="#">Instructor-led</a>	\$3,750	32 hours
<b>Total:</b>		<b>\$4,800</b>	<b>38 hours</b>

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## Field Engineer

The postsales engineer is responsible for Intelligent WAN solution implementation and operation.

Requirement:	Format	Cost (USD)	Duration
CCNP Routing and Switching or CCIE Routing and Switching	<a href="#">Exam</a>	\$750	6 hours
<b>Total:</b>		<b>\$750</b>	<b>6 hours</b>



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