

Z Workstation Product Portfolio Overview, Rev. 14.11



Course description

This course provides you an overview of the information you need to position and present the HP family of workstations to your prospects and customers. Upon completing this course you will be able to clearly articulate to your customer the key features, specs and benefits of the product.

Who should attend

Partner Sales Professionals and HP Sales Professionals

Prerequisites

For complete prerequisites and requirements to achieve any of the related certifications or upgrade paths, see the certification description on the HP ExpertOne website.

Objectives

After completing this course, you should be able to do the following:

- Communicate and leverage the key customer decision criteria.
- Apply key features of HP workstations and mobile workstations to your sales proposition.
- Leverage attach options to complete a solution.
- Communicate the benefits of HP workstations and mobile workstations to your customer.

For more information

HP ExpertOne: www.hp.com/go/ExpertOne-ContactUs

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Course ID	00866591
Course format	WBT
Typical Course length	23 minutes
Delivery languages	English
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Take this course in The Learning Center. Login and password required.	