HP Advanced Sales Certified - Enterprise Storage Solutions and Services [2014] (training)

Course description

This course provides interactive and engaging content sessions that provide a review of HP Storage products as well as information on the value of HP Storage solutions. These sessions offer substantial practice in applying this knowledge to challenging sales situations. The application and practice activities target selling specific offerings at four different levels within the customer organization: Line of Business Manager (LOB), IT Manager, CIO, and COO. Completing the training course is the best way to prepare for the exam, however, for further preparation, it is recommended that you download and review the **HP Advanced Sales Certified Enterprise Storage Solution and Services 2014 study guide**.

Course ID	00868803
Course format	ILT,WBT
Typical Course length	6 hours
Delivery languages	Brazilian Portuguese,Castilian Spanish,English,Italian,Simplified Chinese,Japanese,Korean,Russian,French,German
Related certifications	• HP Advanced Sales Certified - Enterprise Storage Solutions and Services [2014]
In preparation for these exams	Selected items from this course are included in these exams: • HP2-K38: Selling HP Enterprise Storage Solutions and Services

Register for this course.
Find this course in the Training calendar and click "Register" to take the course in The Learning Center. Login and Password required.

Who should attend

HP Partners selling storage solutions and have completed the HP Sales Certified - Converged Infrastructure Solutions or HP Sales Certified - Storage Solutions and Services training.

Prerequisites

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

Objectives

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

- Exercise advanced consultative selling techniques with multiple levels in the customer organization to drive increased and profitable channel sales of the full suite of HP Enterprise Group products, services, and solutions
- Drive value for customers while maximizing competitive share, revenue, and margin
- Identify, qualify, and close new business that results in substantial incremental revenue and margins, while maintaining and expanding existing product and solution offerings
- Represent the HP Enterprise Group portfolio of products and services in a concise, relevant way that resonates with customers and highlights HP's key competitive strengths to drive a purchase decision
- Clearly differentiate HP offerings and solutions from those of competitors

How to register

Click on this link to register for this course: Register for this course.

Policies, fees and cancellations

Course fees may vary and are established and collected by the training center delivering the course. Cancellation fees may apply. Contact your HP Authorized Training Partner for their respective policies.

For more information

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

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