Selling HP Personal Systems Services

Kód kurzu: 01065632

This training provides an overview of the HP personal systems services portfolio and how to best match it with the customer needs.

Pobočka	Dnů	Cena kurzu	ITB
Praha	1	3 600 Kč	0
Brno	1	3 600 Kč	0
Bratislava	1	130 €	0

Uvedené ceny jsou bez DPH.

Termíny kurzu

Datum	Dnů	Cena kurzu	Typ výuky	Jazyk výuky	Lokalita

Uvedené ceny jsou bez DPH.

Pro koho je kurz určen

HP channel partner sales professionals focusing on positioning and selling the HP personal systems services.

Co Vás naučíme

After completing this course, you should be able to:

• Articulate the importance of services to you and your customers, the opportunity for selling HP personal systems services, the reasons why HP is a trusted services vendor, and what the strengths of HP services are

• Describe the changing market trends, the challenges that customers are facing, the solutions for each stage of the hardware lifecycle, and the HP personal systems services portfolio for SMB and Enterprise customers

• Differentiate HP personal systems services from competition and navigate through the service sales cycle—identify and qualify the opportunity, develop and propose a solution, negotiate, win and close the sale, and renew existing contracts

• Use customer success stories to demonstrate how HP personal systems services can solve business and IT challenges

Požadované vstupní znalosti

No specific prerequisites are required

Osnova kurzu

Why services matter

What services to sell

How and when to sell services

Winning with HP

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