

Account Manager – AUCAM Workshop Including Exam



The Channel Partner Program demands specializations of the Advanced Level from the Silver and Gold Partners. Account Managers who require an Advanced Unified Communications Specialization have to pass Exam 646-230 (Advanced Unified Communications Account Manager Exam). This workshop is an ideal preparation for this exam.

Course Contents

- Convergent Solutions in Customer Networks and their Benefits
- Market Trends towards Convergent Solutions
- Capabilities of an IP Communications Solution
- Positioning of IPC Products and Systems
- Differences between CallManager and CallManager Express
- Features and Functions of CallManager and IPC End Devices
- Features and Functions of CallManager Express and Unity Express
- IPC Applications: Messaging, Conferencing, Contact Center
- IPC Applications: Video, Emergency Responder
- 3rd-Party Applications
- Analysis of Customer Requirements
- Handling Customer Objections
- Processes during the Integration into Existing Customer Networks
- Sales Central Resources for Account Managers
- Financial Benefits for the Customers
- Benefits of the Cisco IPC Solutions in Comparison with Competitors

In this course, every student will obtain material for exam preparation. The exam will be taken in the course of the workshop.

Target Group

This course is designed for all students supposed to assume the role of an Account Manager in the scope of an Advanced Unified Communications Specialization.

Knowledge Prerequisites

This workshop does not demand any technical know-how. Instead, the students should be fond of investigating concepts.



Reservation and Registration

We will be glad to make a free and non-binding course reservation for you for the duration of two weeks. On www.experteach-benelux.com under *Registration*, you can conveniently make course reservations, registrations, and hotel reservations. Alternatively, call us under +31 (0)76 52 32 950.

For closed groups of participants, we can modify the course contents according to your requirements. Do not hesitate to contact us!



Account Manager – AUCAM

2 days

€990 exclusive of V.A.T.

Course date (dd.mm.yy)/Location

Course dates available on request

Up-to-date information: www.experteach-benelux.com UCAM



EXPERTeach



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