

# Account Manager – WAASAM 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 Routing and Switching Specialization have to pass Exam 646-656 (Wide Area Application Services for Account Managers). This workshop is an ideal preparation for this exam.

## Course Contents

- Capabilities and Features of a Cisco WAAS Solution
- Benefits and Features of the Central Manager
- Cisco WAAS Technologies and Supported Standards
- Integration of a Cisco WAAS Device into a Network Infrastructure
- Added Value and Business Case for Cisco WAAS Solutions
- Distinctive Features in Competition
- Detecting Opportunities and Weak Points at the Customer Site
- How to Deal with Customer Objections
- Selecting and Describing the Appropriate Cisco WAAS Solution
- Cisco WAAS Solutions in the Data Center and in Branch Offices
- Market Trends

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 Routing and Switching 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](http://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 – WAASAM

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](http://www.experteach-benelux.com) WSAM



EXPERTeach



Sales &  
Channel Partner

ICT Training  
Benelux



### ExperTeach Benelux

Emmastraat 6d • 4th floor

4811 AG Breda

Phone +31 (0)76 52 32 950 • Fax +31 (0)76 52 32 959

info@exper-teach-benelux.com • www.exper-teach-benelux.com

© ExperTeach GmbH, all specifications made are exempted from liability.

Status 21.12.2011