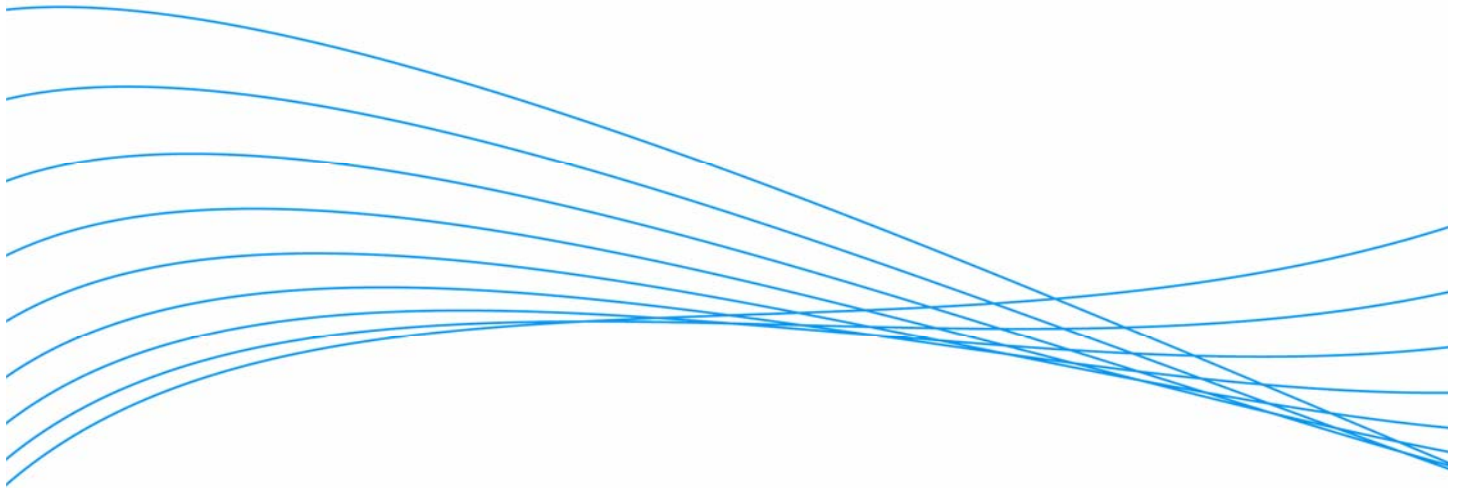


ProCurve Sales Consultant V6.41



The ProCurve Networking Sales Consultant course provides the sales representatives the skills required to engage their customers at an executive level. It enables them to gain a deeper understanding of their customer's mission-critical business issues and to design a comprehensive ProCurve Networking solution based on the Adaptive EDGE Architecture strategy to meet their customers' evolving networking requirements.

Format offered

1-day, instructor-led class, Lecture with breakout sessions

Audience

ProCurve channel partner sales representatives and the internal ProCurve sales force

Prerequisites

PCSP – ProCurve Networking Sales Certification

Elms code

35087

Certification

This course will prepare the participant for the required exams for ASC – ProCurve Networking certification within the HP Certified Professional program. The exam number the ProCurve Sales Consultant exam is HP2-039. For more information on ProCurve Networking training and certification, go to <http://www.hp.com/go/procurvetraining>

Benefits of attending the course

- Learn to engage executives in a dialogue regarding their business needs
- Learn to develop effective Solution Impact Statements
- Be able to articulate the advantages of ProCurve technologies and solutions
- Learn to sell ProCurve solutions and services that can solve the customer's needs

Student performance objectives

After completing the course, the student will be able to:

- Explain the value of Adaptive EDGE Architecture and how it can be integrated to specific customer environments
- Define and identify the customer's product/process pain and business issue pain
- Understand selling into today's networks
- Develop appropriate solutions for various customer case studies

Topics covered

- ProCurve Adaptive EDGE Architecture
- The Business-Based Sales Approach
- Recently launched ProCurve products
- Development of a complete customer solution

To find out more about
ProCurve Networking
products and solutions,
visit our web site at

www.Procurve.com



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