

# Selling HP Personal Systems Services

Kód kurzu: 01078084

This course provides an overview of the HP computing services portfolio and how to best match it with the customer needs.

## Pre koho je kurz určený

HP and channel partner employees interested in selling HP computing

## Čo Vás naučíme

Why services matter

What services to sell

How and when to sell services

Winning with HP

## Požadované vstupné znalosti

None

## Študijné materiály

Príručka ku kurzu firmy HP podľa programu kurzu.

## Osnova kurzu

- Why services matter
- What services to sell
- How and when to sell services
- Winning with HP

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