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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