Selling HP Personal Systems Services

Course code: 01078084

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

Pro koho je kurz určen

HP and channel partner employees interested in selling HP computing

Co Vás naučíme

Why services matter

What services to sell

How and when to sell services

Winning with HP

Požadované vstupní znalosti

None

Osnova kurzu

Why services matter

What services to sell

How and when to sell services

Winning with HP