



Atos Unify Academy

Partner Sales Certification Training Atos Unify OpenScape Business

Course code OBUUSS1SDV

Target Group Partner Sales Community
Internal Sales and Presales

Course language	Delivery type	Duration
English	WBT	104 min.

Course description

This Partner Sales Certification Training is designed for our OpenScape Business Partner sales. It provides you with useful and relevant information on market trends, our OpenScape Business Solutions, services - and some advice on common sales scenarios you may face. The goal of this certification training is to certify you to successfully sell our OpenScape Business portfolio within the marketplace. By investing your time and attention, you should be well equipped to pass a 25-question exam and earn certification.

Learning Target

Educate our OpenScape Business Partner´s on market trends, OpenScape Business offerings, competitive and sales resources to enable them to quote, sell and be successful selling our OpenScape Solutions.

Gain Sales Certification within the Partner program.

Prerequisites

This Partner Sales Certification Training OpenScape Business course is designed for a Sales Community, with a basic understanding of IP telephony.

Contents

Introduction to the Atos Partner Sales Certification Training Course

Market Trends - Business drivers, challenges and opportunities

Atos- A global leader in digital transformation

Atos UCC Portfolio Overview

OpenScape Business

Maximize value for customers through Atos Services

How to address common sales scenarios

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<http://www.unify.com/academy>

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Atos course summary, wrap up and takeaways

Curricula

This course is part of following curricula

- [Sales Specialist Atos Unify OpenScape Business](#)
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Tests and Certificates

This course prepares following certification:

- [Sales Specialist Atos Unify OpenScape Business](#)
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Comments

Note:

- **This training has been adapted from the full Sales Certification course, removing modules 5, 6, 7 & 8 to focus specifically on OpenScape Business. To experience the full training, please access the WBT with the course number "AUPSSPCSDV".**

Web Based Training:

- For participation and booking a myTraining-Account is required

System requirements:

- PC with sound card and stereo headset / speaker is required
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

Certification:

- Passing the **Sales Specialist OpenScape Business Exam** <https://academy.unify.com/enweb/certificationLevels.jsp?area=STI-111%20Atos%20Unify%20OpenScape%20Business&product=Sales&parentId=certItems&itemId=certItem1> is required to receive certification.
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Further information:

Please contact us for further information or bookings:

Email academy.exc@atos.net

Website http://www.unify.com/academy