

Atos Unify Academy

Unify Office Sales Professional - Module 1 - Unify Office by RingCentral Overview

Course code UOSPM01SDV

Target Group Atos Unify Partners and internal Sales and Ops teams.

Course language	Delivery type	Duration
English	WBT	20 min.

Course description

This web-based training module is designed for ATOS Unify channel partners and internal Sales teams to gain a basic overview of the Unify office sales process. It is intended to guide you through effective Unify Office value positioning as well as share sales practices that can help you identify more qualified leads.

Note! When booking UOSP Module-1 (UOSPM01SDV), you will automatically be assigned the entire course content of 13 modules, all of which must be completed before attempting the online test-of-understanding to achieve the Unify Office Sales Professional certification.

Learning Target

Users will become familiar with the following topics:

- Advantages of UCaaS and benefits of choosing Unify Office by RingCentral as a provider.
- Educating your customers on the benefits of Unify Office
- Provide high level overview to provide customer complete perspective.

Prerequisites

None

Contents

Increase your revenue per customer.

Enable you to easily bundle with existing services you may provide.

Provide core skills beyond just selling Unify Office.

Quickly help you ramp up your teams.

Curricula

This course is part of following curricula

- [Unify Office Sales Professional](#)
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Tests and Certificates

This course prepares following certification:

- [Unify Office Sales Professional](#)
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Comments

Web Based Training:

- For participation and booking a myTraining-Account is required

System requirements:

- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280*1024
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

Note:

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Certification:

- Passing the Unify Office Sales Professional Exam STI-512 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>