

# Atos Unify Academy

Unify Office Sales Professional - Module 1 - UCaaS Market Data and Analysis

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**Course code** UOSPM01SDV

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

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Course language	Delivery type	Duration
English	WBT	0 min.

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## Course description

In this module, we will identify the key trends and market forces that will shape the European and North American UCaaS markets through 2028. We will look into what buyers are looking for, how sellers are responding to those needs and extrapolate the direction and speed at which the market will move.  
**Note!** When booking UOSP Module-1 (UOSPM01SDV), you will automatically be assigned the entire course content of 8 modules, all of which must be completed before attempting the online test-of-understanding to achieve the Unify Office Sales Professional certification.

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## Learning Target

Users will become familiar with the following topics:

- Demand forces that drive the market participants' decision-making and resulting forecasted market outcomes.
  - Market sales volume estimates market revenue forecast.
  - Pricing trends, their origin and, as a result, expected trends going forward.
  - Key market drivers in selected verticals.
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## Prerequisites

None

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## Contents

Demand forces that drive the market participants' decision-making and resulting forecasted market outcomes.

Market sales volume estimates market revenue forecast.

Pricing trends, their origin and, as a result, expected trends going forward.

Key market drivers in selected verticals.

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## 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:

- 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.

Certification:

- Passing the <b>Unify Office Sales Professional Exam <a href="https://academy.unify.com/enweb/certificationLevels.jsp?area=STI-512%20Unify%20Office%20Sales%20Professional&product=&parentId=certItems&itemId=certItem12"target="\_blank">STI-512</a></b> is required to receive certification.
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## Further information:

Please contact us for further information or bookings:

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