Executing Cisco Advanced Business Value Analysis and Design Techniques

Formation Informatique / Réseaux et Sécurité / Cisco

CERTyou

In this training program, for the Cisco Value Practitioner role you will evolve your skills further in the Architecture Lifecycle, but also use your knowledge to ensure that the other members of your account team are familiar with operating in an architectural style and can support your clients accordingly. You will also workshop your current internal and client engagements to examine the challenges.

Some of the key topics covered in this program include: Understanding the suite of tools and techniques used to deliver an architecture consulting approach in your customer engagement. Demonstrating the use of advanced architecture tools and techniques. Understanding current state of architectural engagement both internally and externally. Identifying common issues faced by Business Architects. Selecting and sequencing appropriate collateral and techniques in support of successful internal and external engagements.

OBJECTIFS

- Understand the most useful tools and techniques and when to use them
- Evaluate and utilize new and advanced tools and techniques
- Demonstrate your knowledge of the architectural approach to Business Transformation
- Identify how to effectively coordinate your internal resources/stakeholders
- Manage your account team in the Architecture Consulting Lifecycle
- Recognise characteristics of customer engagement
- Identify root causes of current challenges and create a plan to address gaps

PUBLIC

Cisco and Cisco Channel Partner Sales individuals looking to improve their ability to sell Cisco Solutions by understanding the Business requirements of customers undergoing IT transformation..

PRE-REQUIS

Attendees should meet the following prerequisites:
Have passed or have knowledge equivalent to that required for the following exams.
820-421-Applying Cisco Specialized Business Value Analysis Skills(BTASBVA)
646-206 - Cisco Sales Essentials (CSE)
650-377 - Advanced Borderless Network for Account Managers OR 640 -367 - Advanced Collaboration Architecture Sales Specialist OR 646-985 Data Center Networking Solution Sales

PROGRAMME

Day One

The Architectural approach
The role of the Business Architect
Lifecycle phases: Implementing skills and knowledge gained
Diagnosing the customer environment
Stakeholder Management

Day Two

Project Governance
Managing Organizational change
Managing Customer Adoption
Measurements / Benefits realization
Deepening the Customer Relationship
Customer Conversation Framework

Day Three - Account Team Management

Identifying the roles and responsibilities within the team
Understanding the architectural maturity of the team
Identifying gaps in knowledge and skills
Developing team member's skill

Day Three - Diagnosing the customer environment

What are customers doing in terms of Enterprise Architecture
Working with the customer's Enterprise Architect
Building credibility with the customer's Enterprise Architect
Identifying the customer's drivers for an architectural engagement
Educating the customers on the benefits of an architectural engagement

Day Four - Practitioner Workshop – "Bringing it all together"

Identifying issues and challenges in customer engagements

A retenir

Durée : **2 jours** soit 14h.
Réf. **BTEABVD**

☎ 01 42 93 52 72

Dates des sessions

Cette formation est également proposée en formule INTRA-ENTREPRISE.

Inclus dans cette formation

Coaching Après-COURS

Pendant 30 jours, votre formateur sera disponible pour vous aider. CERTyou s'engage dans la réalisation de vos objectifs.

100% SATISFACTION GARANTIE

Votre garantie 100% SATISFACTION

Notre engagement 100% satisfaction vous garantit la plus grande qualité de formation.

Analyzing themes and common pain points
Determining the best solutions to improve engagements
Engaging with customers using architectural tools and techniques
Determining the best engagement approach >
Presenting customer focused solutions
Ensuring customer adoption
Deepening the customer relationship

Horaires, Planning et Déroulement de cette formation

Horaires

• Formation de 9h00 (9h30 le premier jour) à 17h30.
• Deux pauses de 15 minutes le matin et l'après-midi.
• 1 heure de pause déjeuner

DEROULEMENT

• Les horaires de fin de journée sont adaptés en fonction des horaires des trains ou des avions des différents participants.
• Une attestation de suivi de formation vous sera remise en fin de formation.
• Cette formation est organisée pour un maximum de 14 participants.

PROCHAINES FORMATIONS

Réussir la Certification Gestion de Projet PMP du PMI
Réussir la Certification PRINCE2 Foundation
Réussir les Certifications PRINCE2 Foundation et PRINCE2 Practitioner
Réussir la Certification ITIL Foundation
Réussir la Certification Agile certifié SCRUM Master
Réussir les Certifications TOGAF Certified et TOGAF Foundation

Retrouvez cette formation sur notre site :
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