

## **CNS-001-2W CCSP 2009: Selling Citrix® NetScaler®**

This course introduces sales professionals to Citrix NetScaler and provides key product information, industry data, and best practices for selling the Citrix web application delivery solution. Learners will gain understanding of the role of NetScaler in the Citrix Delivery Center, compelling product benefits, and how to most effectively address customer challenges in the sales conversation.

### **Audience**

This course is intended for Citrix Partner Network members and Citrix sales professionals.

### **Preparatory Recommendations**

There are no preparatory recommendations for this course.

### **Key Skills**

Upon successful completion of this course, learners are able to perform the following:

- Describe the NetScaler market opportunity.
- Summarize the NetScaler value proposition.
- Identify customer pain points and decide how to handle the sales conversation.
- Leverage Citrix Key Plays to increase sales.

### **Instructional Method**

Self-paced Online

### **Course Length**

1 hour (estimated time to complete this course)

### **Certification Preparation**

This course is a requirement for the Citrix Certified Sales Professional (CCSP) 2009 certification program.

### **Registration**

For additional information and to register for this course, please visit [www.citrix.com/ccsp](http://www.citrix.com/ccsp) (My Citrix login required).