

# Axis Communications' Academy

## Seminar description



# Selling Network Video

## Axis Business Seminar

**Length:** 2-3 hours

**Format:** seminar

### Course description

The Business seminar provides information for network video professionals how to fine tune the sales process. The course gives the audience inspirational information about typical sales qualifiers and decision makers. It describes Axis' business model and how Axis works to support you in your sales process.

### Course objectives

You will learn:

- > To identify obstacles selling network video
- > Top sales qualifiers
- > To leverage product lifecycles for long-term end customer relationships

### Who should attend?

Installers/Integrators of network video that want to accelerate the success opportunity in the rapidly growing network video market.

### Prerequisites

Network video industry background.

**Register for this course at [www.axis.com/academy/classroom-based.htm](http://www.axis.com/academy/classroom-based.htm)**

Contact your sales office for more information about availability and price.