



Axis Communications' Academy

Sales Essentials

Course agenda

8:30 am - 9:00 am	Breakfast meet and greet	1:00 pm - 2:30 pm	Part 2 <ul style="list-style-type: none">> Network video sales cycle> Choosing the right Axis products
9:00 am - 10:00 am	Getting to know Axis Communications	2:45 pm - 3:15 pm	Team Activity <ul style="list-style-type: none">> Applying Axis products to your customer's needs
10:00 am - 10:30 am	Break	3:15 pm - 4:00 pm	Open discussion about activity
10:30 am - 11:30 am	Part 1 <ul style="list-style-type: none">> The network video sales call> Uncovering customer's needs	4:00 pm - 4:30 pm	Part 3 <ul style="list-style-type: none">> The network video sales cycle> Presenting your solutions; the importance of the demo
11:30 am - 12:00 pm	Asking the right questions <ul style="list-style-type: none">> A simulated site survey role-playing activity	4:30 pm - 5:00 pm	Summarize and wrap up
12:00 pm - 1:00 pm	Lunch		

Sales & business



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