

# Selling HP Personal Systems Services

Kód kurzu: 01078084

This course provides an overview of the HP computing services portfolio and how to best match it with the customer needs.

## Pro koho je kurz určen

HP and channel partner employees interested in selling HP computing

## Co Vás naučíme

Why services matter

What services to sell

How and when to sell services

Winning with HP

## Požadované vstupní znalosti

None

## Osnova kurzu

Why services matter

What services to sell

How and when to sell services

Winning with HP

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