Hewlett Packard Enterprise

Selling HP ArcSight Security Solutions – Self Study Guide

Course description

This course helps you prepare to meet with customers and sell HP ArcSight Security Solutions. It covers HP ArcSight's unique selling points and shows you how it fits in the bigger HPE Enterprise Security Solutions big picture.

Who should attend

HPE Channel Partner and Employee Sales Representatives

Prerequisites

For complete prerequisites and requirements to achieve any of the related certifications or upgrade paths, see the certification description on the Certification and Learning website.

Objectives

After completing this course, you should be able to do the following:

- Recognize key security trends and the security areas ESP is active in
- Understand the challenge customers face / Business Drivers
- Explain the HPE ESP Solutions/Value Propositions
- Explain the HP ArcSight Security Solutions
- Identify HP ArcSight Security Solutions Products
- Idenntify HP ArcSight's Value Propositions
- Identify, describe, and categorize qualification questions
- Identify competitors and perform basic competitive analysis
- Demonstrate unique business value and build a proposal
- Demonstrate knowledge of pricing/licensing models
- Leverage the HPE footprint: cross HPE Software Sales plays

Course ID	00900734
Course format	WBT
Typical Course length	1 hour
Delivery languages	English
Related certifications	• HP Sales Certified - ArcSight Security Solutions [2014]
In preparation for these exams	Selected items from this course are included in these exams: • HP2-W102: Selling HP ArcSight Security Solutions

Take this course.
Find this course in the Training calendar and click "Register" to take the course in The Learning Center. Login and Password required.

For more information

Contact our program

Valuable and relevant learning resources developed before the Hewlett-Packard Company separation might contain some content and brand elements that have not been updated for Hewlett Packard Enterprise. Learning resources with the highest usage will be updated.

© Copyright 2015 Hewlett Packard Enterprise. The information contained herein is subject to change without notice. The only warranties for HPE products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HPE shall not be liable for technical or editorial errors or omissions contained herein.

Information is as of November 2015, Rev. 3