

# Selling HPE Aruba Networking Solutions, Rev. 23.11

## Course description

With the explosion of devices and data at the network edge, customers are facing new challenges which are influencing their buying decisions. In this course, you will learn how to articulate and differentiate the HPE Aruba Networking strategy, Edge Services Platform (ESP), and Unified Infrastructure which uniquely address those challenges.

The course content includes:

- Trends that are impacting customers' buying decisions at the network edge.
- How to actively drive outcome-based customer conversations across the HPE Aruba Networking Unified Infrastructure.
- How to lead effective HPE Aruba Networking SD-WAN, Edge-to-Cloud Security, AIOPs, and as-a-service customer conversations.

For the best learning experience, it is recommended that you use Google Chrome to take this course. For new and non-native English learners allow an additional 1–2 hours for interactivity and learning checks.

## Ideal candidate for this course

HPE Aruba Networking channel partner sales professionals

## Topics

- HPE Aruba Networking Vision and Strategy
- Connect—HPE Aruba Networking Unified Infrastructure
- Connect—HPE Aruba Networking SD-WAN Solutions
- Protect—HPE Aruba Networking Edge-to-Cloud Security Solutions
- Automate—HPE Aruba Networking AI and Automation
- Adapt—HPE Aruba Networking As-a-Service Solutions

## Objectives

After you successfully complete this course, expect to be able to:

- Lead strategic conversations with customers about current IT trends and issues they face at the network edge
- Have impactful dialogue with different customer personas about how the HPE Aruba Networking vision, strategy, and solutions address those issues to meet customer objectives

## How to register

Click on this link to register for this course: <https://certification-learning.hpe.com/tr/TrainingCalendar?excludePartners=false&CourseId=0001199066>

## For more information

[Contact our program](#)

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Information is as of March 2023, Revision 1

Course ID	0001199066
Course format, Typical duration	WBT – Web Based, Self Paced, 5 hours
Skill level	Foundational (FND)
Delivery languages	English
Lab required	No
<a href="#">Register for this course.</a> Find this course offering in the Training calendar. Click “Register” to take the course in The Learning Center. Login and Password required.	