

Self-paced Documents

Cisco provides a Number of Documents and trainings to prepare you for Sales. These documents have been created to facilitate the key information you need on programs, tools and resources.

We have short-listed, but not restricted, 4 self-learning documents for you.



1. Download The SELL document

- The [SELL](#) “Sales Enablement Learning Lifecycle” is a presales navigation portal for Partner Community Sales Teams as it relates to the selling motion/sales process - “Getting a deal done in the field”.
- Use The [SELL](#) To find in-depth information on promotions & programs, training, and competitive positioning on architectures.



2. Download the Partner Guide

- The [Partner Guide](#) is an information source for our Partner Community; it has been created to facilitate the key information you need on programs, tools and resources.
- For easier access to the Guide, you can save the Guide to your desktop as a PDF



3. Take the Sales New Hire Acceleration Program (SNAP)

- This virtual Training for Partners curriculum focuses on product and solutions training.
- The SNAP Virtual Training builds your knowledge across Cisco Architectures and helps you understand how to position and sell Cisco solutions, products and services. Take the self-paced learning curriculum here: <https://salesconnect.cisco.com/#/program/PAGE-1263>



4. Become a Services Expert with Accelerate

- Accelerate is a global online platform that provides training in Cisco Services. Access more than 80 assets and resources for sales, marketing, and practice enablement. Gain the knowledge necessary to understand the services, solutions, and architectures that Cisco offers.
- Visit Accelerate at www.cisco.com/go/accelerate