# [AWS Partner: Sales Accreditation (Business) ID: E-0572Z1](https://explore.skillbuilder.aws/learn/course/13258/play;state=%5Bobject%20Object%5D;lp=879;autoplay=0)

## **Module 0: Course Welcome**

### •    Overview and Welcome

## **Module 1: Cloud Concepts and AWS Services**

### •    Cloud Computing

### •    Why Customers Choose AWS

### •    Introduction to AWS Services

### •    Facilitating Digital Transformation

## **Module 2: Business Value**

### •    Business Value & Benchmarking

### •    AWS Cloud Value Framework: Cost Saving

### •    AWS Cloud Value Framework: Staff Productivity

### •    AWS Cloud Value Framework: Operational Resilience

### •    AWS Cloud Value Framework: Business Agility

## **Module 3: Cloud Objection Handling**

### •    Cloud Objections

### •    Cost

### •    Security, Compliance, and Privacy

### •    Loss of control or visibility

### •    Existing infrastructure

### •    Skills gap

### •    Vendor lock-in

### •    Sustainability

### •    Module Resources

## **Module 4: Co-selling with AWS**

### •    Co-selling Fundamentals

### •    Working with AWS

### •    Best Practices

### •    AWS Partner Funding Programs

### •    Module Resources

## **Module 5: Course Wrap-Up**

### •    Course Summary

## **Accreditation Test**

### •    Assess your knowledge and understanding of the AWS Partner sales course