

Forcepoint Partner Pre-Sales Engineer Curricula Data Sheet

Partner Training

March 2020

Public



Data Sheet

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Forcepoint Partner Pre-Sales Engineer

Pre-Sales Engineers are the "jack of all trades" in the sales world. These highly skilled technical sales professionals are tasked with obtaining the technical win of the sale. They manage relationships with their customers, deliver demonstrations and proof of concept, and ultimately are tasked with designing a technical solution that accurately addresses customer needs. To finalize the technical win, the Pre-Sales Engineer must change hats quickly and act as a sales professional to gain the support of the customer's key decision-makers. Pre-Sales Engineers are often the key point of contact for clients, answering queries, providing technical advice, and introducing new products/features that will solve current and future customer problems.

To assist Pre-Sales Engineers with their day-to-day functions, Forcepoint offers six separate Pre-Sales Engineer level 1 learning plans, organized by product. If additional learning plans are selected, any courses which existed in a previously completed learning plan will flow through as completed.

Level 1

Learning Plan Names:

- Forcepoint Partner **Email Security** Pre-Sales Engineer-Level 1
- Forcepoint Partner **Web Security** Pre-Sales Engineer-Level 1
- Forcepoint Partner **NGFW** Pre-Sales Engineer-Level 1
- Forcepoint Partner **DLP** Pre-Sales Engineer-Level 1
- Forcepoint Partner **CASB** Pre-Sales Engineer-Level 1
- Forcepoint Partner **Insider Threat** Pre-Sales Engineer-Level 1

Forcepoint Partner **Email Security** Pre-Sales Engineer-Level 1

Total Run Time: 1.5 hours

Course Name	Duration
Human-Centric Security Corporate Pitch	20 min
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 min
PRODUCT OVERVIEW: Forcepoint Email Security	28 min
SALES MOTION: Forcepoint Email Security	15 min
PACKAGING: Forcepoint Email Security	19 min

Forcepoint Partner **Web Security** Pre-Sales Engineer-Level 1

Total Run Time: 1.5 hours

Course Name	Duration
Human-Centric Security Corporate Pitch	20 min
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 min
PRODUCT OVERVIEW: Forcepoint Web Security	24 min
SALES MOTION: Forcepoint Web Security	17 min
PACKAGING: Forcepoint Web Security	20 min

Forcepoint Partner NGFW Pre-Sales Engineer-Level 1

Total Run Time: 1.9 hours

Course Name	Duration
Human-Centric Security Corporate Pitch	20 min
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 min
PRODUCT OVERVIEW: Forcepoint NGFW Security	21 min
SALES MOTION: Forcepoint NGFW Security	22 min
PACKAGING: Forcepoint NGFW Security	23 min
PRODUCT OVERVIEW: Forcepoint Data Guard	16 min

Forcepoint Partner CASB Pre-Sales Engineer-Level 1

Total Run Time: 1.5 hours

Course Name	Duration
Human-Centric Security Corporate Pitch	20 min
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 min
PRODUCT OVERVIEW: Forcepoint CASB	24 min
SALES MOTION: Forcepoint CASB	23 min
PACKAGING: Forcepoint CASB	16 min

Forcepoint Partner DLP Pre-Sales Engineer-Level 1

Total Run Time: 2.4 hours

Course Name	Duration
Human-Centric Security Corporate Pitch	20 min
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 min
PRODUCT OVERVIEW: Forcepoint DLP	38 min
PRODUCT OVERVIEW: Dynamic Data Protection	20 min
SALES MOTION: Forcepoint DLP	34 min
PACKAGING: Forcepoint DLP	22 min

Forcepoint Partner Insider Threat Pre-Sales Engineer-Level 1

Total Run Time: 1.8 hours

Course Name	Duration
Human-Centric Security Corporate Pitch	20 min
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 min
PRODUCT OVERVIEW: UEBA	20 min
PRODUCT OVERVIEW: Forcepoint Insider Threat	21 min
SALES MOTION: Forcepoint UEBA and FIT	21 min
PACKAGING: Forcepoint UEBA	8 min
PACKAGING: Forcepoint Insider Threat	10 min

Level 2 – Solution Area Cross-Training

Forcepoint solutions are organized into three portfolios. You may cross-train by taking these complementary portfolio learning plans which are comprised of three level 1 learning plans.

Learning Plan Names:

Forcepoint Partner Edge Protection Pre-Sales Engineer – Level 2

- Forcepoint Partner **Web Security** Pre-Sales Engineer-Level 1
- Forcepoint Partner **CASB** Pre-Sales Engineer-Level 1
- Forcepoint Partner **NGFW** Pre-Sales Engineer-Level 1

Forcepoint Partner Data Protection Pre-Sales Engineer – Level 2

- Forcepoint Partner **DLP** Pre-Sales Engineer-Level 1
- Forcepoint Partner **CASB** Pre-Sales Engineer-Level 1
- Forcepoint Partner **Email Security** Pre-Sales Engineer-Level 1

Forcepoint Partner User Protection Pre-Sales Engineer – Level 2

- Forcepoint Partner **CASB** Pre-Sales Engineer-Level 1
- Forcepoint Partner **DLP** Pre-Sales Engineer-Level 1
- Forcepoint Partner **Insider Threat** Pre-Sales Engineer-Level 1

Access to Demos – The Forcepoint Demo Factory

Go4Labs provides instant and automated access to a library of Forcepoint solutions. Labs are optimized for demonstration, proof of concepts, support, training, or workshop purposes. Labs come with supporting materials, demonstration data, lab guides, videos, and other relevant content. Contact your Forcepoint representative to gain access to our Demo Factory.

Supplemental Training

We also offer extra courses which are not part of your annual partner training requirements but they allow you to view videos organized into modules that cover use cases, installation, demos, and to understand our software interfaces.

Completion of the below workshop learning plans will serve as a substitute for the Level 2 – Solution Area cross-training plans.

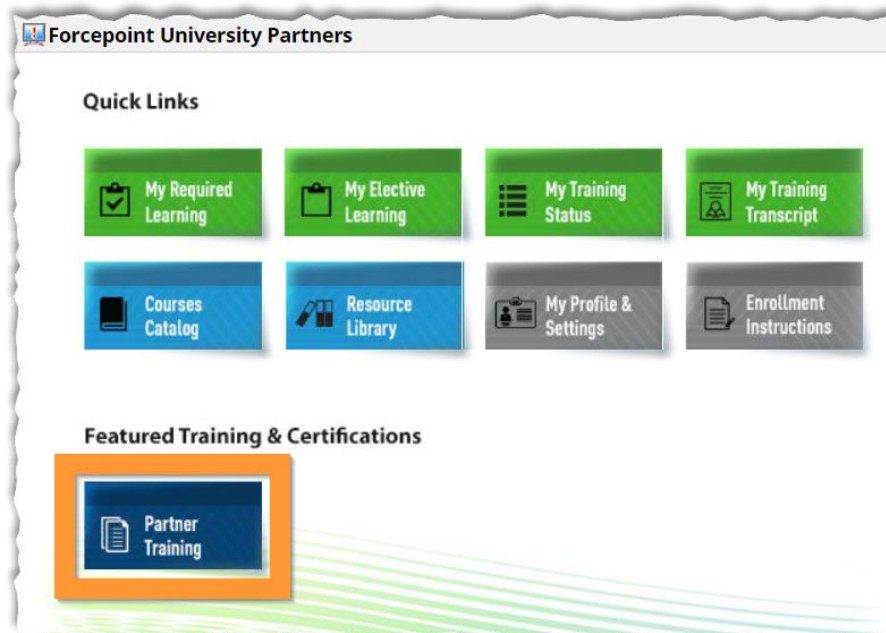
Workshop Learning Plan Names:

- Forcepoint Partner NGFW Pre-Sales Engineer Workshop
- Forcepoint Partner DLP Pre-Sales Engineer Workshop
- Forcepoint Partner CASB Pre-Sales Engineer Workshop
- Forcepoint Partner Web Security Pre-Sales Engineer Workshop
- Forcepoint Partner Cloud Web Security Pre-Sales Engineer Workshop
- Forcepoint Partner Cloud Email Security Pre-Sales Engineer Workshop

Each online course is followed by a short quiz. To attain a completion certificate from Forcepoint University, successful completion of all courses in a plan and associated quizzes is required.

Pre-Sales Engineers may print their certificate of completion for each learning plan.

To enroll in Forcepoint's partner sales representative training, log in to the Forcepoint Partner Portal and connect to Forcepoint University. You can self-register through the dark-blue partner training button.



For more information about other Forcepoint training offerings, please visit our [Customer / Partner](#) training page.

- If you have questions about the Administrator or System Engineer courses, please contact our Technical Learning Services team at LEARN@forcepoint.com.
- If you have questions about Forcepoint Sales Representative or Pre-Sales Engineer level 1 and 2 training, contact Forcepoint Sales Enablement at training@forcepoint.com.

