

Forcepoint Partner Sales Representative Curricula Data Sheet

Partner Training

March 2020

Public



Data Sheet

Forcepoint Partner Sales Representative

Sales Representatives are the face of the corporation for the products and services they sell. They possess a strong balance of communication and task-management skills. These seasoned sales professionals obtain a commanding knowledge of their target customers, competitors, and industry trends that impact a buying decision. They are viewed as a definitive source, for a solution to current and future customer problems.

Forcepoint Partner Sales Representative learning paths based on buying outcomes. Sales Representatives can choose to complete Level 1 training in one or all three solution-based curricula.

Level 1 sales training focuses on learning how to engage with and position Forcepoint. Level 2 focuses on our product differentiators and is structured in three different solution areas.

Level 1

Learning Plan Name: Forcepoint Partner Sales Representative

Total Run Time: 50 Minutes

Course Name	Duration
<i>Message from the CEO</i>	14 minutes
The Forcepoint Value Proposition Whiteboard – A Human Centric Approach to Modern Cybersecurity	10 minutes
Human-Centric Security Corporate Pitch	20 minutes
Engage with Forcepoint	6 minutes

Level 2

Learning Plan Name: Forcepoint Partner Sales Representative – Level 2

Forcepoint offers Level 2 sales training programs structured in three different solution areas. The courses are designed to teach our product differentiators. Sales Representatives can choose to complete Level two training in one or all three solution-based curricula

- Forcepoint Partner Sales Representative - Level 2: [Edge Protection](#)
- Forcepoint Partner Sales Representative - Level 2: [Data Protection](#)
- Forcepoint Partner Sales Representative - Level 2: [User Protection](#)

Completion of Forcepoint Partner Sales Representative - Level 1 is a prerequisite to enrolling in Level 2.



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Forcepoint Partner Sales Representative - Level 2: Edge Protection

Total Run Time: 1.25 hours

Course Name	Duration
WHITEBOARD SESSION – Edge Protection Point-of-View	5 minutes
PRODUCT OVERVIEW: Forcepoint Web Security	24 minutes
PRODUCT OVERVIEW: Forcepoint NGFW	21 minutes
PRODUCT OVERVIEW: Forcepoint CASB	25 minutes

Forcepoint Partner Sales Representative - Level 2: Data Protection

Total Run Time: 1.6 hours

Course Name	Duration
WHITEBOARD SESSION – Data Protection Point-of-View	5 minutes
PRODUCT OVERVIEW: Forcepoint DLP	38 minutes
PRODUCT OVERVIEW: Forcepoint CASB	25 minutes
PRODUCT OVERVIEW: Forcepoint Email Security	28 minutes

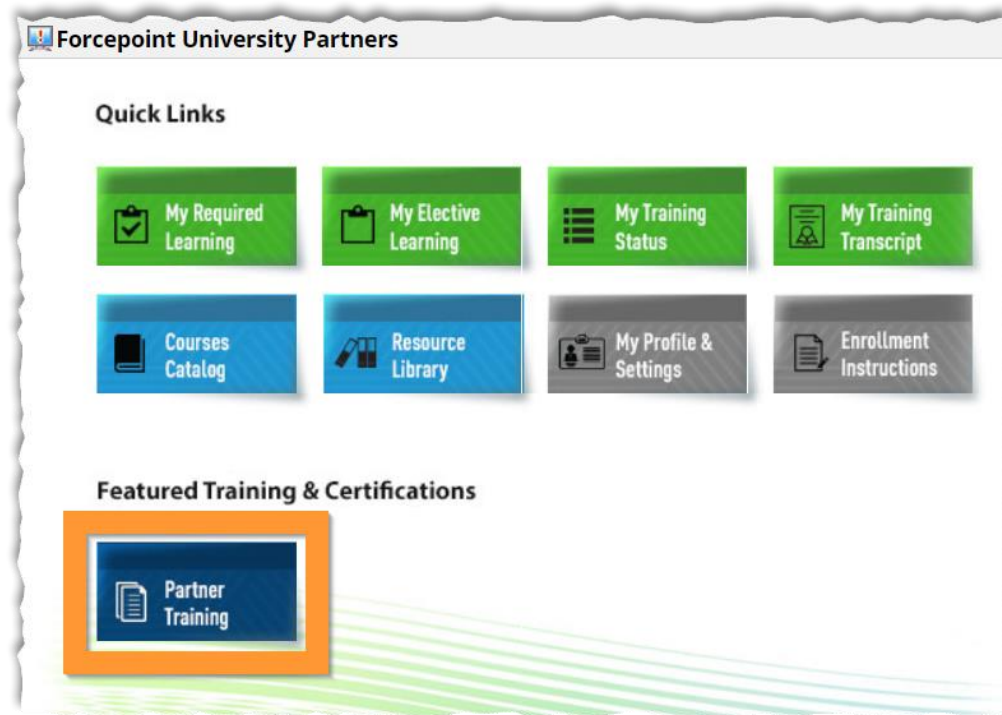
Forcepoint Partner Sales Representative – Level 2: User Protection

Total Run Time: 1.5 hour

Course Name	Duration
WHITEBOARD SESSION – User Protection Point-of-View	5 minutes
PRODUCT OVERVIEW: Forcepoint Insider Threat	21 minutes
PRODUCT OVERVIEW: Forcepoint CASB	25 minutes
PRODUCT OVERVIEW: Forcepoint DLP	38 minutes

Each online course is followed by a short multiple-choice quiz. To attain the Forcepoint University completion certificate, Level 1 or Level 2, successful completion of all courses and associated quizzes is required. Sales representatives may print their certificate of completion for each level.

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 hve questions about Forcepoint Sales Representative or Pre-Sales Engineer level 1 and 2 training, contact Forcepoint Sales Enablement at training@forcepoint.com.