



# Certified Forcepoint Sales Representative

Partner Training

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Forcepoint Proprietary

# Certified Forcepoint 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 offers two levels of certification for Sales Representatives. Level 1 certification focuses on learning how to position and engage with Forcepoint, as well as individual product training across the Forcepoint portfolio. Level 2 on the sales motion and product packaging to meet today's prevailing cybersecurity buying outcomes.

## Level 1

### Learning Plan Name: Certified Forcepoint Sales Representative – Level 1

Total Run Time: 3.8 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 minutes
What is Human Centric Cyber Security: Whiteboard Session	21 minutes
Engage with Forcepoint	6 minutes
Building a Quote/Proposal	5 minutes
PRODUCT OVERVIEW: Forcepoint Email Security	28 minutes
PRODUCT OVERVIEW: Forcepoint Web Security	24 minutes
PRODUCT OVERVIEW: Forcepoint NGFW	21 minutes
PRODUCT OVERVIEW: Forcepoint CASB	25 minutes
PRODUCT OVERVIEW: Forcepoint DLP	38 minutes
PRODUCT OVERVIEW: Forcepoint UEBA	20 minutes
PRODUCT OVERVIEW: Dynamic Data Protection	20 minutes

## Level 2

### Learning Plan Name: Certified Forcepoint Sales Representative – Level 2

Forcepoint offers three separate, Level 2, Certified Forcepoint Sales Representative learning paths based on buying outcomes. Sales Representatives can choose to obtain Level 2 certification in one or all the buying outcomes-based curriculum.

- Certified Forcepoint Sales Representative - Level 2: [Secure Cloud Access & Network User Protection](#)
- Certified Forcepoint Sales Representative - Level 2: [Critical Data & Intellectual Property Protection](#)
- Certified Forcepoint Sales Representative - Level 2: [Insider Threat, Corporate Espionage & Workplace Safety](#)

*Completion of Certified Forcepoint Sales Representative - Level 1 is a prerequisite to obtaining a Level 2 certification.*



**Certified Forcepoint Sales Representative - Level 2: Secure Cloud Access & Network User Protection****Total Run Time:** 2.75 hours

Course Name	Duration
SALES MOTION: Forcepoint Email Security	15 minutes
PACKAGING: Forcepoint Email Security	19 minutes
SALES MOTION: Forcepoint Web Security	17 minutes
PACKAGING: Forcepoint Web Security	20 minutes
SALES MOTION: Forcepoint NGFW Security	22 minutes
PACKAGING: Forcepoint NGFW Security	23 minutes
SALES MOTION: Forcepoint CASB	23 minutes
PACKAGING: Forcepoint CASB	16 minutes
PRODUCT OVERVIEW: Forcepoint Data Guard	16 minutes
Pitch Cards & Competitive Battle Card Review	

**Certified Forcepoint Sales Representative - Level 2: Critical Data & Intellectual Property Protection****Total Run Time:** 2.0 hours

Course Name	Duration
SALES MOTION: Forcepoint UEBA & FIT	21 minutes
PACKAGING: Forcepoint UEBA	8 minutes
SALES MOTION: Forcepoint DLP	34 minutes
PACKAGING: Forcepoint DLP	22 minutes
SALES MOTION: Forcepoint CASB	23 minutes
PACKAGING: Forcepoint CASB	16 minutes
Pitch Cards & Competitive Battle Card Review	

**Certified Forcepoint Sales Representative – Level 2: Insider Threat, Corporate Espionage & Workplace Safety****Total Run Time:** 1.0 hour

Course Name	Duration
PRODUCT OVERVIEW: Forcepoint Insider Threat	21 minutes
SALES MOTION: Forcepoint UEBA & FIT	21 minutes
PACKAGING: Forcepoint Insider Threat	10 minutes
PACKAGING: Forcepoint Insider UEBA	8 minutes
Pitch Cards & Competitive Battle Card Review	

Each online course is followed by a short multiple-choice quiz. To attain the Certified Forcepoint Sales Representative 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 the Certified Forcepoint Sales Representative, Level 1 and/or Level 2:

1. Log in to Forcepoint Partner Portal and connect to Forcepoint University. You can self-register for the *Certified Forcepoint Sales Representative-Level 1 and Certified Forcepoint Sales Representative-Level 2* training on the Forcepoint University Landing Page, or
2. Contact your Forcepoint Channel Account Manager.

For more information about other Forcepoint training offerings, please visit our [Customer](#) or [Partner](#) training page. Questions about Forcepoint training? Contact Forcepoint Sales Enablement at [training@forcepoint.com](mailto:training@forcepoint.com)

