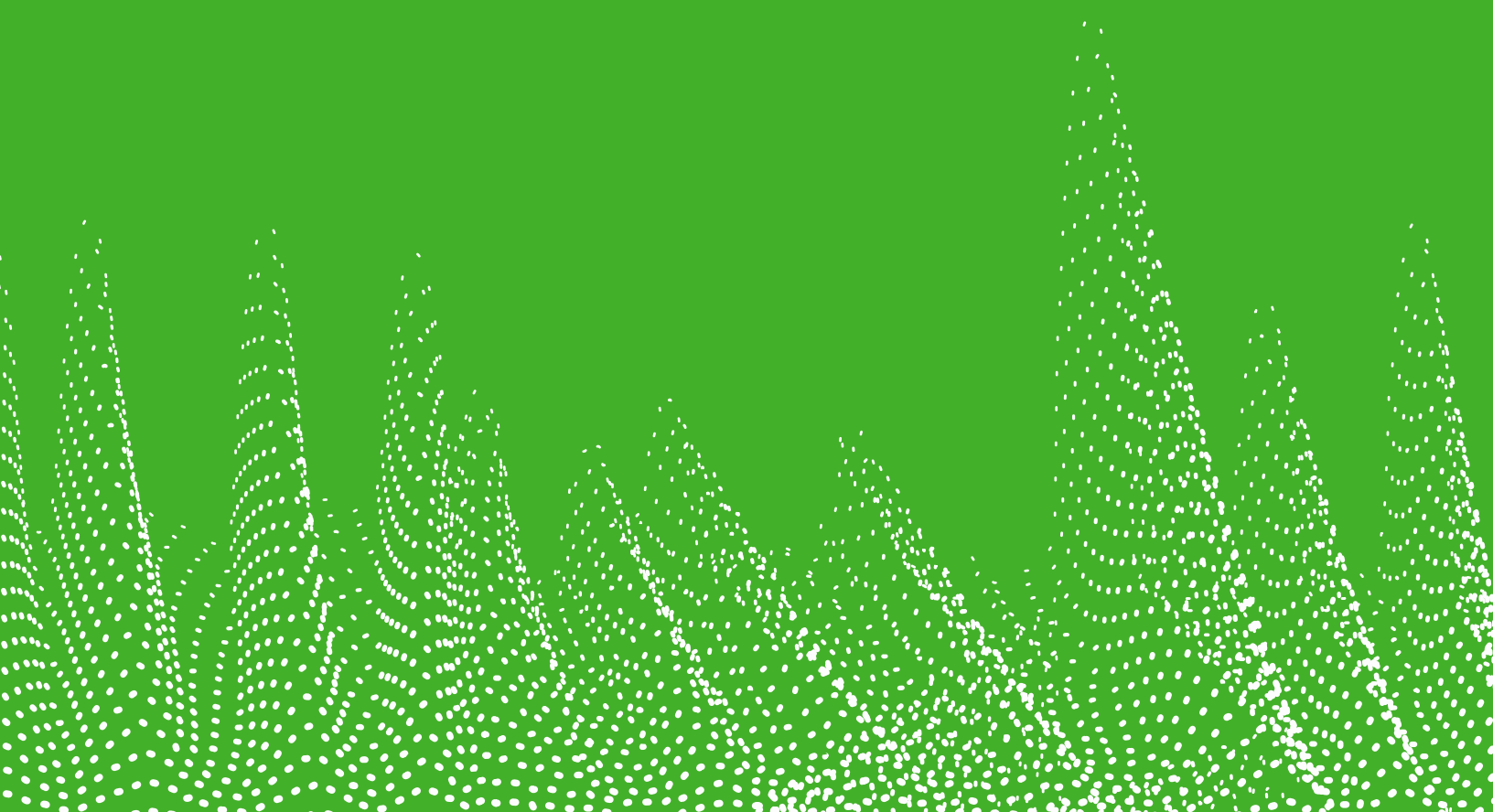




Certified Forcepoint Pre-Sales Engineer

SALES TRAINING



Certified Forcepoint

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 five separate Certified Forcepoint Pre-Sales Engineer learning paths:

- Certified Forcepoint DLP Pre-Sales Engineer
- Certified Forcepoint Email Security Pre-Sales Engineer
- Certified Forcepoint NGFW Pre-Sales Engineer
- Certified Forcepoint Insider Threat Pre-Sales Engineer
- Certified Forcepoint Web Security Pre-Sales Engineer

These learning paths provide an overview of the Forcepoint solution area, APTs, solution-specific strategies, differentiators, key configurations, common deployment considerations, and technical objection handling.

The Forcepoint Pre-Sales Engineer certifications have been separated by product to better distinguish the knowledge and skillset by product of the Pre-Sales Engineer.

CERTIFIED FORCEPOINT DLP PRE-SALES ENGINEER

Audience: Technical Sales professionals

Duration: 2.5 hours (run-time)

Modules within the Certified Forcepoint DLP Pre-Sales Engineer training include:

Module Name	Duration	Delivery Format
Who is Forcepoint?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Understanding Data Security	30 min	CBT
Forcepoint DLP Key Technology Differentiators	15 min	CBT
Forcepoint DLP Key Configurations	15 min	CBT
Forcepoint DLP Deployment Before & After	45 min	CBT
Forcepoint DLP Technical Objection Handling	15 min	CBT

Each module is followed by a short multiple choice exam.



CERTIFIED FORCEPOINT EMAIL SECURITY PRE-SALES ENGINEER

Audience: Technical Sales professionals

Duration: 2 hours (run-time)

Module Name	Duration	Delivery Format
Who is Forcepoint?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Understanding Email Security	25 min	CBT
Forcepoint Email Security Key Technology Differentiators	10 min	CBT
Forcepoint Email Security Key Configurations	15 min	CBT
Forcepoint Email Security Deployment Before & After Snapshots	15 min	CBT
Forcepoint Email Security Technical Objection Handling	10 min	CBT

Each module is followed by a short multiple choice exam.

CERTIFIED FORCEPOINT WEB SECURITY PRE-SALES ENGINEER

Audience: Technical Sales professionals

Duration: 2 hours (run-time)

Module Name	Duration	Delivery Format
Who is Forcepoint?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Understanding Web Security	20 min	CBT
Forcepoint Web Security Key Technology Differentiators	15 min	CBT
Forcepoint Web Security Key Configurations	20 min	CBT
Forcepoint Web Security Deployment Before & After Snapshots	20 min	CBT
Forcepoint Web Security Technical Objection Handling	15 min	CBT

Each module is followed by a short multiple choice exam.

CERTIFIED FORCEPOINT INSIDER THREAT PRE-SALES ENGINEER

Audience: Technical Sales professionals

Duration: 2 hours (run-time)

Module Name	Duration	Delivery Format
Who is Forcepoint?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Understanding Network Security	25 min	CBT
Forcepoint NGFW Key Technology Differentiators	15 min	CBT
Forcepoint NGFW Key Configurations	15 min	CBT
Forcepoint NGFW Deployment Form Factors	10 min	CBT
Forcepoint NGFW Technical Objection Handling	15 min	CBT

Each module is followed by a short multiple choice exam.



CERTIFIED FORCEPOINT NGFW PRE-SALES ENGINEER

Audience: Technical Sales professionals

Duration: 2 hours (run-time)

Module Name	Duration	Delivery Format
Who is Forcepoint?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Understanding NGFW	20 min	CBT
Forcepoint NGFW Key Technology Differentiators	15 min	CBT
Forcepoint NGFW Key Configurations	20 min	CBT
Forcepoint NGFW Deployment Form Factors	20 min	CBT
Forcepoint NGFW Technical Objection Handling	15 min	CBT

Each module is followed by a short multiple choice exam.

CERTIFICATION REQUIREMENTS

In order to attain the Certified Forcepoint Pre-Sales Engineer certificate, successful completion of all modules and associated exams is required.

To enroll in one of the Certified Forcepoint Pre-Sales Engineer trainings:

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

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

Questions about Forcepoint training? Contact Forcepoint Technical Readiness and Training at salestraining@forcepoint.com

