# CORTEX XDR
## Sales Enablement Kit

Delivers enterprise-scale prevention, detection and response.  In this module you will learn how your customers can quickly find, investigate and contain threats by using Cortex XDR.

**LEVELUP: CORTEX XDR** **- 20 MINUTES**
Self-paced eLearning, which is the same product training that Palo Alto Networks employees complete

**UPON SUCCESSFUL COMPLETION OF THIS MODULE, YOU WILL BE ABLE TO:**

- Describe what Cortex XDR is
- Explain features and benefits
- Identify the right customer persona
- Understand the competition

## RECOMMENDED PRE-WORK

**SALES SPRINT VIDEO** **- 2 MINUTES**
Two minute video providing a sales product overview - great place to start your product sales learning journey

**WHITEBOARD VIDEO** **- 15 MINUTES**
Dynamic product overview to help the learner get a better understanding about the product and problems it solves

**TRAIN-THE-TRAINER VIDEO** **- 23 MINUTES**
Video training of the overview deck - will not only deepen the learner's product knowledge, but also how to present the deck to others

## TRAINING ASSETS

**RESOURCE GUIDE**
Product sales battlecard that will include links to other assets and trainings the learner may find beneficial in their learning journey

**OVERVIEW DECK**
Product sales training deck that provides a walkthrough of the customer challenges, competitive landscape and sales positioning

**TRANSLATION ASSET GUIDE**
Resource Guides and Overview Decks that have been translated into eleven different languages