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# NSE 3 Public Cloud

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## Welcome

To complete this training you must successfully complete the lesson and pass the quiz with a score of 80% or better. After completing the lesson, the quiz, and the course rating, you will be able to download your course completion certificate. Please allow up to 24 hours for your course completion certificate to become available.

## Need Help?

If you have any questions about our courses and certification program, please refer to the [Network Security Expert \(NSE\) Program](#) site.

If you have any questions about your registration, or difficulty accessing the course, please contact your regional training team:

- Americas: [training@fortinet.com](mailto:training@fortinet.com)
- Asia, Pacific, India: [apactraining@fortinet.com](mailto:apactraining@fortinet.com)
- Europe, Middle East, Africa: [emeatraining@fortinet.com](mailto:emeatraining@fortinet.com)

We recommend using Chrome as your browser for viewing this course.

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## Lesson

This is the self-paced sales training module for Public Cloud. It consists of two main lessons: Public Cloud Product Overview and Public Cloud Sales Enablement.

Click the links below to start the lessons.

### ▼ [2 modules](#)

- ✓ **Public Cloud Product Overview**  
In the Product Overview lesson, you will learn about the product's positioning, the customer problems it solves, the main benefits, and the value of the product.
  - ✓ **Public Cloud Sales Enablement**  
In the Sales Enablement lesson, you will learn about appropriate sales motions, market opportunities, competitive differentiation, qualifying questions, and example customer wins.
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## Quiz

Once you've completed the self-paced lessons, **you have to refresh your browser** to take the quiz that will appear below.

### ▼ [1 modules](#)

- ⋮ **Public Cloud Quiz**  
To obtain credit for this course, you must pass this quiz with a score of at least 80%. Once you have passed the quiz, you will receive a Course Completion Certificate and your achievement will qualify as part of your NSE 3 Level Certification.  
You can take the quiz as many times as needed. Your highest score is the one that counts.

Good luck!

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## Resources

The following links provide information about Public Cloud products and solutions that should help you meet the customers' needs.

▼ [2 modules](#)



**Fortinet.com Public Web**



**Fortinet Cookbooks for cloud automation**

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## Course Completion

Your course completion certificate will be available to download **within 24 hours** after completing the lesson, the quiz, and the course rating.

You are logged in as Andrew Reese (Log out)