Selling HP Automation and Cloud Management Software Solutions

Exam description

This exam verifies that you know the market trends, business drivers, and customer challenges associated with the high-level Automation and Cloud Management space.
It validates that you can articulate how HP addresses these challenges through compelling value propositions that deliver business and IT value, recognize the market demands and challenges associated with Tasks Automation, Process Orchestration, and Transforming Service Delivery and are able to explain how HP addresses these demands and challenges.

Exam ID	HP2-N46
Exam type	Web-Based online exam used in certifications
Exam duration	1 hour 25 minutes
Exam length	51 questions
Passing score	70%
Delivery languages	English
Register for this Exam You will need an HP Learner ID and a Pearson VUE login and password. This exam may contain beta test items for experimental purposes.	
Related certifications	• HP Sales Certified - Automation and Cloud Management Solutions [2014]

Who should take this exam?

This exam is for sales professionals who want to validate that they have attained the level of knowledge required to sell HP Automation and Cloud Management software solutions. They look forward to assessing and improving their capabilities in understanding of customers; qualifying and validating opportunities; and developing and proposing solutions in the Automation and Cloud Management space. It is recommended that you have six months of experience in positioning and selling IT Management software solutions.

Exam contents

This exam has 51 questions. Here are types of questions to expect:

- Multiple choice (multiple responses)

Tips for taking this exam

This exam assess whether you have the knowledge and skills that are required to sell HP Automation and Cloud Management software solutions. Therefore, many test items relate to the HP Customer Driven Sales Methodology (CDSM) that defines the standard structure and framework to support the HP selling process
Take the time to read the entire question and consider all of the options carefully *before* you answer. Make sure to select the answer that correctly responds to the question that is asked — not simply an answer that includes some correct information.
If the question asks for more than one answer, remember to select each correct answer. You will not receive partial credit for a partially correct answer.

Supporting courses

These recommended courses help you prepare for the exam:

- 00902953: Automation & Cloud Management - the Concepts and Principles of Process Orchestration for Sales, Series 200
- 00902912: Concepts and Principles of Automation & Cloud Management for Sales, Series100
- 00902954: Automation & Cloud Management - the Concepts and Principles of Transforming Service Delivery for Sales, Series 200
- 00902952: Automation & Cloud Management - the Concepts and Principles of Task Automation for Sales, Series 200

Objectives

This exam validates that you can successfully perform the following:

	Sections/Objectives

	Sections/Objectives
33%	Understand the Customer: Identify and acknowledge a customer's business need for the purpose of identifying a potential opportunity • Identify the common business challenges associated with Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery. • Identify and understand the major IT processes, base terms and metrics involved in Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery. • Identify the customer demographic that would be targeted for Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery solutions. • Identify and describe the key customer personas and their responsibilities involved in Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery. • Articulate the key HP value statements that will resonate with the different personas involved in Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery. • Recognize and list the discovery questions relevant to uncover Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery opportunities.
33%	Validate and qualify the opportunity: Validate the fit of a potential HP Solution with customer business needs/decide to pursue or not pursue based customer and HP decision criteria. • Describe how HP Software addresses the customer's challenges relating to Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery. • Describe the value proposition for HP Software's Task Automation solutions, Process Orchestration, and Transforming Service Delivery solutions. • Recognize and list the discovery questions in order to uncover the customer's critical business issue. • Recognize and list the discovery questions relevant to uncover specific Task Automation, Process Orchestration, and Transforming Service Delivery pain points. • List the key questions to qualify an Automation and Cloud Management, Task Automation, Process Orchestration, and Transforming Service Delivery opportunity. • List and describe logical linkages from customer problems to HP Software's Task Automation solution, Process Orchestration, and Transforming Service Delivery solution capabilities.
34%	Develop & Propose: Develop the proposed solution with the customer to address their business needs & present the final solution to the customer, which addresses their business needs. • Describe the key capabilities of HP's Software's Task Automation, Process Orchestration, and Transforming Service Delivery solutions that help customers achieve their goals. • Explain effectively the differentiators when discussing the capabilities of HP Software's Task Automation, Process Orchestration, and Transforming Service Delivery solutions. • Describe the key use cases that are addressed by HP Software's Task Automation, Process Orchestration, and Transforming Service Delivery solutions. • Describe how HP's Task Automation Solutions are licensed (High Level). • List the major Task Automation, Process Orchestration, and Transforming Service Delivery competitors and understand what differentiates HP Software's approach to business challenge from that competitor. • Identify the most effective responses to common Task Automation, Process Orchestration, and Transforming Service Delivery customer objections. • Identify up-sell/cross-sell & portfolio linkages for Task Automation, Process Orchestration, and Transforming Service Delivery. • Describe the key return-on-investment metrics for Task Automation, Process Orchestration, and Transforming Service Delivery.

For more information

HP ExpertOne: www.hp.com/go/ExpertOne-ContactUs

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