Selling HP Networking Solutions and Services

Exam description

This exam tests your skills on selling HP networking products and solutions.

Who should take this exam?

The exam is for HP partners and salespeople who recommend and sell HP networking products and solutions in the midmarket.
Exams are based on an assumed level of industry-standard knowledge that may be gained from the training, hands on experience, or other prerequisite events.

Exam contents

This exam has 40 questions. Here are types of questions to expect:

- Multiple choice (multiple responses)
- Multiple choice (single response)

Tips for taking this exam

You are not required to take the recommended, supporting courses; and completion of training does not guarantee that you will pass the exam. HP strongly recommends a combination of training, thorough review of courseware and additional study references, and sufficient on the job experience prior to taking the exam.

Exam ID	HP2-Z27
Exam type	Web-Based online exam used in certifications
Exam duration	1 hour
Exam length	40 questions
Passing score	60%
Delivery languages	Brazilian Portuguese, Castilian Spanish, English, Simplified Chinese, Japanese, Korean, Russian, French, German

Register for this Exam
You will need an HP Learner ID and a Pearson VUE login and password.

During the exam, you can make specific comments about the exam and items. HP welcomes these comments as part of our continuous improvement process.

Supporting courses

These recommended courses help you prepare for the exam:

Additional study materials

- Study Guide: HP Sales Certified - Networking Solutions and Services [2014]

Objectives

This exam validates that you can successfully perform the following:

	Sections/Objectives
7%	Segmentation • Identify the key strategic IT and business initiatives • Identify and describe the key market segments • Classify customers • Anticipate IT needs using BYOD
12%	Portfolio Overview • Product identification • Network simplification
13%	FlexNetwork • HP FlexNetwork innovations • Simplifying architecture • HP unified wired and WLAN enterprise solution • Software defined network drivers and impact

	Sections/Objectives
13%	FlexFabric • Network infrastructure pressures • FlexFabric reference architecture • FlexFabric bull's-eye • Security-solutions
13%	FlexCampus • FlexCampus solutions
7%	FlexBranch • FlexBranch switches • FlexBranch routers
15%	FlexManagement • FlexManagement bull's-eye • HP IMC
10%	Technology Services • Network services • Lifetime Warranty 2.0 • Customer care
5%	Differentiators • Products and solutions
5%	Deliver Customer Value • Decision makers and influencers • Buying cycle • Building the business case

For more information

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

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