Selling HP Enterprise Networking Solutions and Services

Exam description

This exam tests your knowledge selling enterprise networking solutions and services.

Who should take this exam?

This exam is for HP channel and distributor attended partners, sales representatives and presales consultants who want to verify their ability to sell HP enterprise networking solutions and services to customers. Candidates should have a least 1 year experience with HP networking products and services. Exams are based on an assumed level of industry standard knowledge that may be gained from training, hands on experience, or other prerequisite events. The associated training course provides a foundation but you are expected to have experience selling HP networking solutions and services as well.

Exam contents

This exam has 50 questions. Here are types of questions to expect:

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

Exam ID	HP2-Z28
Exam type	Web-Based online exam used in certifications
Exam duration	1 hr 15 mins
Exam length	50 questions
Passing score	60%
Delivery languages	Brazilian Portuguese, Castilian Spanish, English, Simplified Chinese, Japanese, Korean, Russian, French, German
Related certifications	• HP Advanced Sales Certified - Enterprise Networking Solutions and Services [2014]
Supporting courses	These recommended courses help you prepare for the exam • 00867378 - HP Advanced Sales Certified - Enterprise Networking Solutions and Services [2014] (training)

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.

Tips for taking this exam

It is important to note that although training is recommended for exam preparation, successful completion of the training alone does not guarantee that you will pass the exam. In addition to training, exam items are based on knowledge gained from on the job experience and application as well as other supplemental reference materials.

Take the time to read the entire question and consider all of the options carefully before you answer. If the question indicates that it features an exhibit, study the exhibit and reread the question. 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.

Objectives

This exam validates that you can successfully perform the following:

HP2-Z28	Sections/Objectives
8%	Networking Portfolio Overview • HP innovations in networking • HP Technology Services for networking
26%	FlexFabric • Legacy data centers
18%	FlexCampus • Campus networks • Converged network infrastructure • FlexCampus portfolio
24%	FlexBranch • Changing networks • FlexBranch portfolio
24%	FlexManagement

	• Changing networks • FlexManagement portfolio

For more information

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

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