

Certification Data Sheet

HP Certified Professional Program



Certification: ASC – HP Service Sales [2009]

Availability: 1 September 2009

Overview:

This sales certification ensures that HP channel partners are well prepared to increase their revenues by selling HP's services portfolio for value products.

Target Audience:

This certification is for HP channel partners in a sales consulting role.

Summary of Requirements:

The candidate must successfully pass one core exam.

Prerequisite:

ASP – HP Service Sales [2009]

Core Requirement:

Exam HP2-E25 HP Service Sales Consultant

Recommended Training :

Course # 00113297: Selling HP Care Pack Value Services

Delivery Format: Web-based training (WBT)

Typical Duration: 2.3 hours

Why earn this certification:

The sales consultant who takes the training and earns this certification is in a position to increase his sales by selling HP services for value products. The candidate has advanced knowledge of comprehensive services solutions. The consultant helps his customers by recommending the services that are needed to support the customers' computing environments.

Superseded certification and upgrade path:

ASC – HP Service Sales [2009] supersedes the previous certification ASC – HP Service Sales Consultant [2008], which cannot be acquired after 1 December 2009. Because of the new content in the training course and the numerous updates in sales programs, there is no upgrade path from the [2008] version to the [2009] version of the certification. All candidates for the [2009] certification should complete the new training and must complete the exam HP2-E25.

Next level of certification:

None

Notes:

This data sheet was last updated 28 August 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

For information on how to prepare for the certification exam, consult the Exam Preparation Guide in The Learning Center.