

Certification Data Sheet

HP Certified Professional Programme



Certification: ASP – 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.

Target Audience:

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

Summary of Requirements:

The candidate must successfully pass one core exam.

Prerequisite:

None

Core Requirement:

Exam HP2-E24 HP Service Sales Professional

Recommended Training :

Course No. 00113295: Selling HP Care Pack Services

Delivery Format: Web-based training (WBT)

Typical Duration: 2.5 hours

Why earn this certification:

The sales professional who takes the training and earns this certification is in a position to increase his sales by selling HP Care Pack Services. The candidate has basic knowledge of the overall upfront services portfolio.

Superseded certification and upgrade path:

ASP – HP Service Sales [2009] supersedes the previous certification ASP- HP Service Sales [2008], which cannot be acquired after 1 December 2009. Because of the new content in the training course and the numerous updates in sales programmes, 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-E24.

Next level of certification:

ASC – HP Service Sales [2009]

Notes:

This data sheet was last updated on 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 Centre.

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

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