HP Certified Professional
Selling the ProLiant Family
HP2-961 Datasheet

Key Topics
- Recognize and describe the HP ISS product portfolio
- Explain how HP provides customer value
- Explain product market place/competitive positioning
- Describe the "Value Proposition" of buying from HP
- Sales process and the associated sales tools

Exam Specifications
- Number of items: 50
- Passing Criteria: 80%
- Time Allocated: 60

Exam Preparation
- Attend Instructor Led Training course “Selling the ProLiant Family”

Available Study Materials
This certification test was developed to test your knowledge of the Selling the ProLiant Family. We recommend that you have significant hands-on experience with the product before you take the exam.

These study materials are not required to pass the certification exam. They are simply additional exam preparation materials of which we are aware.
- ProLiant Family Web Based Training
- ProLiant Server Basics Web Based Training
Sample Exam

There is no sample test available.

Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing.