Key Topics

Value Selling Training for all Preferred Partner Sales Staff. A requirement for FY09 Preferred Partner membership, this training focuses on how to sell the business value of the HP partnership, HP products and solutions, and how these solve business problems & needs. Business Strategies, including ESS, ProCurve, Services, PSG, and IPG

Areas covered include:

- The Preferred Partner Program
- HP Certified Professional Program
- Smart Portal
- Business Unit strategies and value-based selling
- Sales Masterclass covering the key basis sales skills

Exam Specifications

- Number of items: 45
- Passing Criteria: 73%
- Time Allocated: 60 minutes

Exam Preparation

- HP Partner Fundamentals 2009 Web-based Course (code: HP3P_PF09W BT)
- OR
Available Study Materials

This certification test was developed to test your knowledge of HP Partner Fundamentals. We highly recommend that you participate in the applicable training experience before you take the exam.

Sample Exam Items

The following examples represent the types of items and question formats that you could see on the exam. These are generic samples and do not reflect the content being tested.

1. Which planet is closest to the Earth?
   A. Mars
   B. Pluto
   C. Venus
   D. Saturn

2. Which planets are “inner planets” — planets found within the asteroid belt? Select TWO.
   A. Pluto
   B. Earth
   C. Neptune
   D. Mercury
   E. Venus

3. Click the Exhibit button.
What is this constellation called?

A. Leo
B. Aries
C. Orion
D. Taurus
E. Gemini
F. Pleiades
G. Ursa Minor
H. Ursa Major
I. Andromeda

Conclusion

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