Purpose

The intent of this guide is to set expectations about the content and the context of the exam and to help candidates prepare for it. Recommended training to prepare for this exam can be found on the certification requirements page on the HP Certified Professional Program web site. This guide may contain supplementary references relevant to the topics covered by the exam.

Audience

This exam is for sales professionals, channel partners, and enterprise account managers. Examples of job roles include:

- HP Solution Architect
- HP Authorized Partner BCS Elite Specialist

General areas of content include:

- HP Insight Dynamics – VSE fundamental architectures and technologies
- HP Insight Dynamics – VSE features and benefits
- Mapping customer’s technical needs to HP Insight Dynamics – VSE features
- Designing and proposing an HP Insight Dynamics – VSE solution

Exam Details

The following are details about the exam:

- **Number of items:** 60
- **Item types:** multiple choice, drag-and-drop, and point-and-click
- **Exam Time:** 90 minutes
- **Passing Score:** 73%
Comments on the Exam

During the exam, participants can make specific comments about the items (i.e., accuracy, appropriateness to audience, etc). HP welcomes these comments as part of our continuous improvement process.

Exam Content

The following testing objectives represent the specific areas of content covered in the exam. Use this outline to guide your study and to check your readiness for the exam. The exam measures your understanding of these areas.

<table>
<thead>
<tr>
<th>Objective</th>
<th>Description</th>
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<tbody>
<tr>
<td>1</td>
<td>Recognize the stages of the HP 7-stage sales cycle [1%]</td>
</tr>
<tr>
<td>2</td>
<td>Describe HP Insight Dynamics – VSE components and their use [41%]</td>
</tr>
<tr>
<td>3</td>
<td>Identify HP Insight Dynamics – VSE opportunities [32%]</td>
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<tr>
<td>4</td>
<td>Engage the appropriate presales resources [8%]</td>
</tr>
<tr>
<td>5</td>
<td>Negotiate and close the sale [18%]</td>
</tr>
<tr>
<td>6</td>
<td>Monitor implementation and ensure customer satisfaction</td>
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</table>

Training

Recommended training to prepare for this exam is accessible from the certification requirements page on the HP Certified Professional Program website. See the Supporting courses section for this exam on the certification requirements page, to view and register for the courses. You are not required to take the associated courses; however, HP strongly recommends that you complete the training and thoroughly review all course materials and documents before taking the exam. Sufficient on-the-job experience may also be required.

Studies conducted by HP and Prometric show that a combination of course attendance, self-study and on-the-job experience maximizes the likelihood of passing the exam on the first attempt.
Additional Study References

This certification test was developed to test your knowledge of selling HP Insight Dynamics – VSE. 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.


Conclusion

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