HP Certified Professional
Selling HP Business Class Storage Solutions
HP2-K17 Datasheet

Audience

This exam is for Sales individuals looking to become an Accredited Sales Consultant (ASC).

Key Topics

- Describe the storage market and sales opportunities for business class storage solutions.
- Describe general ways of implementing business class storage solutions.
- Describe the HP Simply StorageWorks strategy.
- Apply the customer driven sales methodology steps in account opportunities.
- Recommend business class storage consolidation, file services, and data protection solutions.
- Differentiate between competitive SMB strategies, strengths, and weaknesses.
- Identify and locate selling resource information.

Exam Specifications

- Number of items: 60
- Passing Criteria: 73%
- Time Allocated: 1 hour and 15 minutes
Exam Preparation

There are no prerequisites for this course, although completion of the Selling HP Business Class Storage Solutions ILT Rev. 8.21 is recommended for newly hired employees and for individuals who are new to selling storage solutions.

Available Study Materials

This certification test was developed to test your knowledge of the StorageWorks Accredited Sales Consultant (ASC) HP Business Class Storage Solutions. HP recommends that you have significant hands-on experience with the products before you take the exam.

These study materials are not required to pass the certification exam. They are additional exam preparation materials of which we are aware. Please refer to your regional websites for information on how to register for the courses below.

- Selling HP Business Class Storage Solutions ILT Rev. 8.21
- Selling HP Business Class Storage Solutions WBT Rev. 8.21
- HP StorageWorks MSA2000 Family WBT

Exam Registration

For information about exam registration, click here www.hp.com/certification/exam_registration.html

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. Refer to the Exhibit.
   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.