Purpose of the exam prep guide

The intent of this guide is to set your expectations about the content and the context of the exam, and to help you prepare for the exam by providing the following items:

- recommended HP training course
- outline of the topics covered by the exam
- sample test items - These sample items do not represent a complete practice exam. There are no practice exams available at this time.

Studies show that a combination of course attendance and self-study maximizes the likelihood of passing an exam on the first attempt.

Audience

This exam is for HP Channel Partner Sales Representatives who sell or will sell business critical server solutions based on HP 9000 and HP Integrity Servers. This exam is a prerequisite for Sales Representatives who want to sell HP Superdome solutions with HP-UX, Linux, and Windows.

The major areas to be tested include HP and Business Critical Systems Group:

- Total Customer Experience Initiative
- Superdome Positioning
- Superdome’s Hardware Components
- Superdome’s Operating Environment
- Recognize opportunities for HP Superdome solutions
- The Process to sell Superdome solutions
- Superdome Specific Support Services
- Superdome’s Competitive Landscape
Certification Requirements

The HP Superdome Solutions for Sales/Multi-OS, Exam #HP2-282, is one of the core requirements to be certified as an Accredited Sales Professional – HP Business Critical Server Solutions—Multi-OS. Visit the HP Certified Professional website for additional requirements, www.hp.com/certification.

Accredited Sales Professionals are able to gather and interpret a set of customer business needs, recognize and qualify BCS opportunities and map them into recommendations for an appropriate HP solution area. Specifically they recognize and are able to describe the HP BCS product portfolio and roadmap at a high level; explain how HP technologies, products and solutions and services can provide customer value by solution area or industry focus. They can articulate the advantages of HP technologies, products, solutions and services relative to competitive offerings.

Prerequisites

- None

Exam details

At the beginning of the exam, you will be asked to answer several survey questions. The survey questions are designed to assist the exam development team to accurately profile test results and to improve future exams.

The following are details about the exam:

- This is a web based exam available at Prometric
- Number of items: 35
- Item types: multiple choice, multiple response
- Time commitment: 60 minutes
- Passing Score: 65%
- Reference Material: No online or hard copy reference material will be allowed at the testing site.

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. Comment time is included in the overall time for taking the exam. We suggest you mark the questions you want to comment on, and then when done with the test, revisit the marked items and make comments. This way if time runs out, you will not be compromising your score.
Exam content

The following topics and 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.

1.0 HP Total Customer Experience (9%)
   1.1 Define HP’s computing vision.
   1.2 Describe the HP TCE initiative
   1.3 Describe the Solution Life Cycle selling process

2.0 Superdome Hardware (17%)
   2.1 Define the Superdome Hardware
   2.2 List the supported I/O devices for Superdome

3.0 Operating Environments (20%)
   3.1 Articulate the Multi-OS strategy
   3.2 List the features, functions, and benefits of each Superdome operating environment
   3.3 Define the ordering process for operating environment licenses

4.0 Partitioning (11%)
   4.1 Define the partitioning continuum
   4.2 Describe the features, function and benefits of the partitioning continuum

5.0 Services (14%)
   5.1 Describe the Solution Life Cycle sales process
   5.2 Describe the TCE Manager’s role in the sales process
   5.3 Articulate the value of HP services across the Solution Life Cycle

6.0 Sales Process (29%)
   6.1 Define how to engage with HP
   6.2 Describe how to approach a Superdome opportunity

Recommended Training Course

You are not required to take the instructor-led course listed in this section. However, HP strongly recommends that you attend the class and participate in class labs if applicable. It is recommended that you thoroughly review all course material and documents before taking the exam, even if you believe you have sufficient on-the-job experience. Check your local HP certification or training website to see if these course materials are available for purchase separately.
Sample Exam Item Types

The sample test items give you a preview of what the actual test items will look like. It is important to note that these items WILL NOT be on the exam itself. However, they are representative of the actual items, and they should help you become familiar with the format and complexity of the test items. These sample test items are not a check for readiness.

1. Why has the HP Total Customer Experience initiative been established?
   a. HP competitors have similar initiatives
   b. New HP products require new initiatives
   c. HP customers have asked for it directly
   d. Open Systems vendors have not done well at fulfilling customer expectations

2. What is the purpose of the Crossbar mesh?
   a. Provides hot-swapping capability to cells
   b. Provides inter cell communication, memory access, and I/O connectivity
   c. Allows all processors concurrent, full, non-blocking access to all memory
   d. Provides connectivity between a sign cell’s processor and the PCI-X based I/O connectors

3. What does OLAR allow customers to do?
   a. Dynamically tune the kernel
   b. Hot swap system components
   c. Dynamically patch the operating system
d. Arrange CPUs in-between Superdome partitions

4. What is the term, instant ignition, associated with?
   a. Users
   b. Cabinets
   c. Partitions
   d. Processors

5. Which is true regarding hard partitions? Select TWO
   a. Hard partitions with multiple nodes only support one OS image per node
   b. Hard partitions within a node can support multiple OS images with hardware isolation
   c. Virtual partitions within a hard partition can support multiple OS images with software isolation
   d. Applications running within a hard partition are isolated from single point of failure within that partition
   e. Hard partitions can dynamically allocate necessary resources to applications or user groups within a partition

6. Which category of HP partition affords maximum system utilization?
   a. prm
   b. vPar
   c. nPar
   d. Hyperplex

7. Which tool is used to generate a budgetary quote during the design phase?
   a. SalesBuilder
   b. Cell controller
   c. HEX converter
   d. Remote Desktop Connection

8. Who is responsible for identifying, qualifying, and developing opportunities during the planning phase of the SLC?
   a. HP
   b. Customers
   c. HP partners
   d. HP and HP partners
Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing.
APPENDIX A: Answers to Sample Exam Questions

1. d
2. c
3. b
4. c
5. b, c
6. a
7. a
8. c