



HP Certified Professional Program

ProCurve Sales Professional

Exam #HP2-Z01

Exam Datasheet

Audience

Reseller and HP Sales Reps who recommend ProCurve products and solutions

Key Topics

- Networking Basics
- Introduction to ProCurve Networking
- ProCurve Switches
- ProCurve Wireless Products
- ProCurve WAN Products
- ProCurve Network Management
- ProCurve Security
- ProCurve Service and Support
- How to Sell ProCurve Products

Exam Specifications

- Number of items: 40
- Passing Criteria: 75%
- Time Allocated: 60 minutes



Exam Preparation

- ProCurve Sales Professional Training v8.11

Recommended Training and Study References

This certification test was developed to test your knowledge of the ProCurve Sales Professional performance objectives. We recommend that you become very familiar with the ProCurve product line and attend the ProCurve Sales Professional Training course. This section lists training courses and documents that can help you acquire a majority of the knowledge and skills needed to pass the exam.

You are not required to take the courses listed in this section. However, HP **strongly recommends** that you complete the training, and thoroughly review all course material before taking the exam, even if you believe you have sufficient on-the-job experience.

Title	Course Number	How to Enroll
ProCurve Sales Professional Training v8.11	38487	http://www.hp.com/go/procurvetraining will direct you to the web-based training website

Additional materials which may help you prepare for the exam, such as Product datasheets, Selection Guides, and information about service and support are available on the ProCurve Networking website:

- www.procurve.com

Exam Registration

For information about exam registration, go to

www.hp.com/certification/exam_registration.html

Sample Exam Items

This is not an assessment test, it is only a set of sample questions. The purpose of these questions is to give you a feel for the type of questions that appear on this exam. They will NOT determine whether you are ready for the HP2-Z01 exam.

1. Which device uses the address in each packet to direct communications from one LAN to another?

- A. client
- B. router
- C. server
- D. access point

2. What is a special set of rules that network clients follow when communicating with each other called?

- A. GBIC
- B. protocol
- C. broadcast
- D. migration path

3. A geographically dispersed collection of LANs is called a _____.

- A. WLAN
- B. PAN
- C. WAN
- D. GAN

4. You have explained the concept of Adaptive EDGE Architecture™ to a customer's IT Manager, but she is having trouble understanding the difference between core and edge devices. Which statement would help to clarify the situation?

- A. HP ProCurve modular switches provide the most flexibility, therefore, they are widely deployed at the edge; switches with fiber-optic connectivity are use at the core, because of their speed.
- B. Core networks typically include routers and high-speed, modular switches; edge networks typically include switches with higher port density.
- C. Since security is an edge function, all security policy management and enforcement is done by edge devices like workgroup switches, leaving the core routers to switch high-speed traffic.
- D. Core network devices have fixed configurations, and operate at slower speeds; edge network devices are modular and operate at high speeds, because they carry the majority of the traffic.

5. What is the overall message of the ProCurve value proposition?
- A. ProCurve leads the industry with quality, reliable and easy to use products and solutions.
 - B. ProCurve leads the industry with the least expensive products and solutions.
 - C. ProCurve leads the industry with easy to use, proprietary products and solutions.
 - D. ProCurve leads the industry with end-to-end products and solutions.
6. What is the most appropriate ProCurve switch for a large enterprise customer that needs to support BGPv4 and NAT within a traditional core network design?
- A. 2800 series
 - B. 2810 series
 - C. 4200vl series
 - D. 9300m series
7. Which feature of the 7000dl router appeals to those customers with remote site deployments?
- A. compact flash support
 - B. wide dl modules
 - C. dl backup module
 - D. OSPF support
8. Which service should you offer to someone who requires drawings and detailed product recommendations to address current and future network traffic levels?
- A. Deployment Services
 - B. ProCurve Partner Portal
 - C. ProCurve Design Center
 - D. Premium Support Care Pack

9. Which solution is recommended to provide access for hot-spot locations?
- A. Ethernet access
 - B. Secure wireless access
 - C. Fast Ethernet access
 - D. Gigabit to the edge
10. A reseller needs to know the appropriate power supplies to offer their customer for a PoE environment. Which ProCurve tool should they use?
- A. ProCurve Configurator
 - B. ProCurve Data Sheets
 - C. ProCurve Partner Portal
 - D. ProCurve Feature Matrix

Answer Key

- 1. B
- 2. B
- 3. C
- 4. B
- 5. A
- 6. D
- 7. A
- 8. C
- 9. B
- 10.A

Conclusion

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