

Systems & Storage Certification

Test Results

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Prometric Testing ID PR0221271

Test Registration ID 000-24692760

Title 973 Power Systems Sales for IBM i


Started 8/13/2009 10:08:51 AM (GMT+0:00)

Ended 8/13/2009 10:43:16 AM (GMT+0:00)

Passing Score 57%

Your Score Pass (69.84%)

Comments Congratulations, you passed!

Max Score  100%

Passing Score  57%

Your Score  69.84%

Section	Total	# Correct
Determine HA / DR Requirements	4	2
Identify and Qualify Opportunities	14	13
Identify Appropriate Hardware and Pricing	11	8
Identify Appropriate IBM and Partner Services	4	2
Identify Appropriate Software and Pricing	10	6
Needs Assessment	4	2
Position Product vs Client Needs and Competition	14	10
Present Solution(s) and Handle Objections	2	1