

# Sales Representative Specialization

This document will outline the characteristics of the Appfarm Sales Representative Specialization and exam. Feel free to get in touch with the Appfarm Team if you need any further clarifications.

## Exam

<b>Format:</b>	Multiple choice (one correct answer)
<b>Total questions:</b>	20
<b>Passing score:</b>	80% (16/20)
<b>Duration:</b>	1 hour (maximum)
<b>Permitted aids:</b>	None
<b>Exam fee:</b>	NOK 1000 / EUR 100

The exam will focus on your knowledge of the Appfarm platform and services relevant in a sales situation. Each question has one correct answer, and three incorrect. Incorrect answers will not affect your score.

The exam is conducted online, facilitated by a third party. To ensure the integrity of the exam, your exam environment and browser window will be monitored. You will have to enable webcam and screen recording on your computer for the whole session. Any suspicious activity such as turning off the webcam, exiting the exam window, talking to others or repeatedly looking away from the screen will (after human review) result in failure of the exam. Before the exam, you will be asked to disconnect all external screens, and

capture a photo of your face and ID-card. Make sure you're alone in the room, without any aids such as a computer/smartphone available. You should also disable all applications which might display popups or notifications.

## Requirements

There are no certification requirements to attempt the Appfarm Sales Representative Specialization.

## Topics

Questions will be randomly selected from our question bank. The following topics will be covered:

Topic	# of questions
Platform architecture	6
Platform functionality	7
Pricing	7

## Preparation

The best way to prepare for the exam is to follow the Appfarm Sales Representative Learning Path [that can be found in the documentation](#). Furthermore, you should also study the sales material provided by Appfarm, hereunder keynote presentations and pricing model. We also recommend you to go through the sample exam as a part of the preparation.

## **Examination system**

Appfarm uses Mercer Mettl Online Exam Platform for the Appfarm Sales Representative Specialization exam (see <https://mercermettl.eu/>). If you experience any problems with the OTP or exam system, Mettl Support should be contacted. In case of an unplanned exit from the system, you may log back into the exam, but the timer will continue to run while inactive.

The photo of your ID-card will only be stored for verification purposes, and will be deleted after you receive the exam results.

## **Exam fee**

When enrolling to take the exam, you agree to pay the exam fee specified in the certification material. An invoice with payment instructions will be sent to your employer shortly after registration. If you fail to take your exam before the expiration date, you will still be charged for the exam.

## **Credential verification**

Shortly after passing the exam, you will receive a digital certification badge for Appfarm Sales Representative Specialization. All digital credentials are securely issued using Accredible (see <https://www.credential.net/>). This ensures that the credential information is valid, and third-parties may always check the validity of the certification.

**Good luck on your exam!**