

Certification Guide — ASTRA Tech Sales Advisor

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What the credential attests

This credential attests that the holder passed an ASTRA Ready examination of commercial judgement about cloud, security and AI solutions at the named level. It does not certify technical engineering or security skills, performance in a specific job, or accreditation by an external body.

The ASTRA Tech Sales Advisor examination assesses **integrating architecture, economics, assurance, AI governance, discovery, channel boundaries and rollout into a defensible recommendation**.

Who it is for

The ASTRA Tech Sales Advisor is suited to experienced or developing professionals in pre-sales, account management, channel, customer success and related customer-facing technology roles.

Anyone aged 18 or over may register. Completing the ASTRA Tech Sales Advisor programme is not required before sitting the examination, and the ASTRA Tech Sales Associate credential is not required before sitting the ASTRA Tech Sales Advisor examination.

Domains and weights

Domain	Weight
D1. Solution architecture, integration and operating boundaries	14.3%
D2. Cloud and solution economics	12.5%
D3. Security, assurance and operational trust	12.5%
D4. AI value, quality and safe-use decisions	14.3%
D5. Technical-commercial translation and defensible recommendations	12.5%
D6. Discovery, stakeholders and decision sequencing	12.5%
D7. Partner, channel and contracting boundaries	10.7%
D8. Evidence governance, approvals and responsible claims	10.7%

Examination format

Examination detail	ASTRA Tech Sales Advisor
Scored questions	56 across 8 cases
Examination time	120 minutes
Scoring	Each scored question is worth one point
Negative marking	None
Partial credit	None
Question types	Single choice; select exactly the stated number; match each row; put steps in order; enter a number

Each case gives you evidence such as documents, logs, price sheets and messages. Answer only from the evidence given. Organisations and figures are fictional. Some cases release new evidence in stages. Before continuing from a stage, you are warned that you cannot return to the previous stage and that unanswered questions in it score zero. Ordinary cases can be revisited until you submit. Answer order is shuffled for each candidate, and no feedback is shown during the examination.

The examination is closed book. You may not use notes, websites, AI tools, other people, your own calculator or another device. An on-screen calculator is provided where a question needs one.

How to prepare

Start with the published ASTRA Tech Sales Advisor examination objectives. Every examination question is based on a published objective. Use them to identify the full scope you are expected to recognise and apply.

Completing the ASTRA Tech Sales Advisor programme is optional rather than an eligibility condition. The ASTRA Tech Sales Associate programme and the ASTRA Tech Sales Associate credential are not prerequisites. Examination vouchers include mock examination access, which can be used to become familiar with the assessment approach without changing the examination rules.

Before sitting, make sure you have a stable internet connection, a desktop or laptop computer with a webcam, an up-to-date Chrome or Edge browser, a quiet private room and an uninterrupted block of time. Phones and tablets are not supported for examinations. If you need extra time, screen-reader presentation, rest breaks or another accommodation, request it before booking through hello@astraready.com.

Examination day and AI-assisted supervision

ASTRA Ready examinations use privacy-first AI-assisted supervision. Before you start, you show a photo ID, take a live photo, give consent, confirm a working webcam and share your entire screen. A system check runs before the examination begins.

At the start, a calibration of about 30 seconds learns your normal position, lighting and glasses, and you show the room with your webcam. During the examination, software running on your own

computer checks for signs such as no face visible, a different face, more than one person, looking away for long periods, leaving the examination tab or full-screen mode, copy and paste, and sustained speech. If something looks wrong, you receive an on-screen prompt first.

Continuous video is not uploaded. If a check is triggered, a clip of about 20 seconds around that moment and a screenshot of the examination window are saved. A low-resolution webcam still is also saved about once a minute. Between stages of a staged case you may be asked to show the room again. A trained person reviews any sitting with flags; the AI never fails or penalises anyone on its own. A random sample of unflagged sittings is also checked.

You can see any flags on your sitting and can explain them or appeal. Images and clips are kept for 90 days, or until any review or appeal is closed, and then deleted. Examination data may also be checked for unusual patterns, but these are flags for a person to review, never decisions.

The 120-minute examination clock starts when the first case is delivered. The system check, consent, calibration and room scan do not use examination time. Answers save automatically. The clock keeps running if you leave the page, and when time runs out all saved answers are submitted.

Results, retakes, validity and renewal

The pass mark is set by ASTRA Ready from examination evidence and a documented review. It is not a fixed percentage. You will see your result as **Pass** or **Not yet passed**, together with your overall score. Domain-level feedback is shown once it has been validated as reliable.

You may sit each examination up to **3 times in any rolling 12-month period**. After a sitting that is not passed, you must wait **14 days** before sitting again. Each attempt uses a different examination paper where one is available. Every voucher includes one free retake; after that, a further attempt needs a new voucher.

The credential is valid for **3 years** from the date of issue. To renew, you must pass the examination that is current at the time of renewal. There is no continuing-education renewal route.

Purchases are not refundable. An unused voucher expires at the end of its validity and is not extended or exchanged. If a technical failure on ASTRA Ready's side stops you completing an examination, you receive a free retake; this is a replacement, not a refund.

Handbook and policies

Use the current **ASTRA Ready Candidate Handbook** for the complete examination rules. The related public policies are **Appeals and complaints**, **Privacy notice**, **Refund policy**, and **Terms of use**.

The Library drop specifies that these documents are published as public pages plus PDF and linked from the footer, the certification page and both programme Overview pages. Support is available at **hello@astraready.com**.