ASTRA Ready

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Certification Guide - ASTRA Tech Fundamentals

Version 1.0 - 23 October 2026

hello@astraready.com - www.astraready.com

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Version 1.0 - 23 October 2026 - Issued by ASTRA Ready

What the credential attests

Understand the technology you sell, support and promise - before someone asks.

Customer-facing knowledge and understanding of modern technology; not deal-level commercial judgement and not a technical certification.

Domains and weights

Domain | Module | Objectives / items | Weight

F1 | How modern technology products are built and delivered | 5 | 16.67%
F2 | Cloud and the price of running things | 5 | 16.67%
F3 | Data: where it lives, who owns it, what can be done with it | 4 | 13.33%
F4 | Security for people who make promises | 5 | 16.67%
F5 | AI you will sell, use and be asked about | 6 | 20.00%
F6 | From promise to delivery | 5 | 16.67%

Authoritative weighting rule: item count is authoritative. Percentages are displayed to two decimal places and therefore sum to 100.01% only because of rounding; the exact six-domain total is 100%.

Examination format

Examination detail | ASTRA Tech Fundamentals

Scored questions | 30
Examination time | 45 minutes
Question types | Single choice; Select-exactly-N; Match-each-row
Closed book | Yes
Calculator | None
Credential validity | 3 years

Each paper covers all 30 objectives once.

Examination objectives

F1. How modern technology products are built and delivered

- F1.1 Given a short customer-facing situation, identify whether an offer is SaaS, provider-hosted, or installed on the customer's own systems, and name who operates the application, hosting environment, and customer-side components.
- F1.2 Given a short customer-facing situation, explain in plain words what an API and an integration mean, and name the two connected systems and the owner on each side.
- F1.3 Given a short customer-facing situation, distinguish a feature available today from one described as roadmap intent, and name the evidence that shows current availability or future intent.
- F1.4 Given a short customer-facing situation, recognise what a release, version, or update means for a customer already using the product, including whether the customer's available product state changes.
- F1.5 Given a short customer-facing situation, identify whether an AI feature is built into the product, supplied by another provider, or passed to a third-party model, and name who operates the model.

F2. Cloud and the price of running things

- F2.1 Given a short customer-facing situation, explain compute, storage, and network in plain words and match each to the corresponding line on a supplied cloud quote.

- F2.2 Given a short customer-facing situation, distinguish usage-based billing from a fixed subscription and name what can make each customer's bill rise, fall, or remain unchanged.
- F2.3 Given a short customer-facing situation, recognise a commitment, tier, and overage on a supplied quote and explain what each means for included use, limits, or additional charges.
- F2.4 Given a short customer-facing situation, identify the pricing unit on a supplied offer-user, seat, transaction, GB, token, or API call-and name what the customer must count to estimate likely charges.
- F2.5 Given a short customer-facing situation, explain why an AI feature may be priced by tokens, requests, or minutes, and name the usage information a customer needs to estimate likely charges.

F3. Data: where it lives, who owns it, what can be done with it

- F3.1 Given a short customer-facing situation, identify from a supplied data sheet what customer data the product collects, the stated storage region or residency, and who may access it.
- F3.2 Given a short customer-facing situation, distinguish retention, deletion, and backup, and recognise what each term means when it appears in a customer question.
- F3.3 Given a short customer-facing situation, explain what a statement that customer data is not used to train models does and does not cover, and name the document where that promise is stated.
- F3.4 Given a short customer-facing situation, recognise a dashboard, report, and export as different customer-facing data promises, and name what data, access, or product capability each needs to exist.

F4. Security for people who make promises

- F4.1 Given a short customer-facing situation, explain identity and access in plain words and distinguish authentication-who may sign in-from permission-what that person may do.
- F4.2 Given a short customer-facing situation, recognise what encryption at rest and in transit protect, and name a customer concern those phrases alone do not answer.
- F4.3 Given a short customer-facing situation, identify what a supplied security questionnaire question is asking and match it to the evidence type that answers it: policy, audit report, test result, or contract clause.
- F4.4 Given a short customer-facing situation, explain what SOC 2 and ISO 27001 reports can show a customer and distinguish those reports from proof that every control, product configuration, or customer environment is secure.
- F4.5 Given a short customer-facing situation, identify whether an AI-security question concerns prompt injection, data exposure through AI tools, or model access, and name the team or owner responsible for the answer.

F5. AI you will sell, use and be asked about

- F5.1 Given a short customer-facing situation, explain in plain words what a large language model, copilot, agent, and automation each do, and match a supplied product description to the correct term.
- F5.2 Given a short customer-facing situation, distinguish an answer based mainly on model training from one grounded with customer documents through retrieval, and name the additional information source retrieval needs.
- F5.3 Given a short customer-facing situation, recognise hallucination, bias, and drift as named AI risks and match each to the expected control: human review, testing, or monitoring.
- F5.4 Given a short customer-facing situation, identify what an AI claim in a supplied product description promises and match it to its evidence status: measured result, demo, pilot, or no supporting evidence yet.
- F5.5 Given a short customer-facing situation, distinguish human-in-the-loop operation from autonomous action and name the approvals or actions the supplied situation keeps with a person.
- F5.6 Given a short customer-facing situation, recognise safe and unsafe uses of AI tools in customer-facing work and select whether supplied information may be entered into the tool under the stated rules.

F6. From promise to delivery

- F6.1 Given a short customer-facing situation, identify the buyer roles in a supplied account-user, economic buyer, technical reviewer, security, procurement, and legal-and match each role to the approval or decision it owns.
- F6.2 Given a short customer-facing situation, explain what a proof of concept is for and name the three elements that should be stated before it starts: intended decision, success criteria, and stop condition.
- F6.3 Given a short customer-facing situation, recognise on a supplied quote, order form, or SLA what is included, what costs extra, and what is promised about uptime and support.
- F6.4 Given a short customer-facing situation, identify which customer promises, scope limits, dependencies, owners, and open actions must be recorded at sales-to-delivery handover.
- F6.5 Given a short customer-facing situation, recognise an AI claim in a supplied proposal that goes beyond the available evidence and select bounded replacement wording that matches the evidence.