



# Huawei HCSA-Sales Certification Guidance

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Huawei Asia-Pacific Partner Capability & Resource Center  
Let the deal easier, get your capability higher

## Certification Overview

Huawei certification includes Huawei Carrier Certification and Huawei Specialist Certification. HCSA (Huawei Certified Specialist – Associate) is one of Huawei Specialist Certification. The certification system provides professional certification for sales/ pre-sales positions of partners. It is aimed to prove that partners can understand customer requirements, match typical product sales scenarios, and complete independent bidding and configuration quotation.

## Certification Category

Huawei will update the specialist certifications on January 10, 2022, to align with the trend of ICT evolution, so as to improve partners' specialized competencies and better serve customers. The new specialist certification training and exams will be released before the update.

## Update on the Specialist Certification Name

The new certifications will be named in the form of "HCSA + Position + Domain". "HCS" stands for "Huawei Certified Specialist", and A for Associate. There are five exam subjects in four technical domains. The certification exam must be submitted to the Huawei e-Learning exam platform to take the online exam.

Technical Domains	Original Exam Subject Name	New Exam Subject Name	Validity Period	Exam Code
Datacom security	HCSA-IP Network	HCSA-Sales-IP Network	Two years.	H19-101
Transmission access	HCSA-Transmission & Access	HCSA-Sales-Transmission & Access	Two years.	H19-102
IT	HCSA-Storage	HCSA-Sales-Storage	Two years.	H19-110
	HCSA-Intelligent Collaboration	HCSA-Sales-Intelligent Collaboration	Two years.	H19-119
Network Energy	HCSA-Digital Power	HCSA-Sales-Digital Power	Two years.	H19-105

## Online self-study

- Please follow the section " Partner Capability & Resources Center > Partner Enablement > Sales Certification" to obtain enablement materials.  
link: [HONG KONG](#) | [SINGAPORE](#) | [PHILIPPINES](#) | [MALAYSIA](#) | [THAILAND](#) | [INDONESIA](#)
- Please follow the section " Huawei Partner University > Sales Elite College" to obtain enablement materials and video courseware.  
Link: [Huawei Partner University](#)

## Appointment

The full score of the written examination is 1000 points, and the qualified score is 800 points or more. The exam questions include True or False, Single-choice, and Multiple-choice. You need to reserve the exam time in advance. You can take the online exam on the scheduled time after the reservation is successful. The exam is online mode. The system will automatically calculate the score after the exam is submitted.

### 1. Scheduled exams

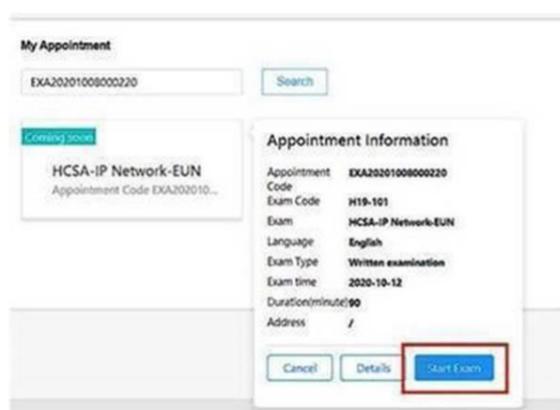
Online appointment: Log in [Exam appointment link](#) to schedule an exam online. For details, see *the Annex-1 2021 HCSA Exam Appointment Guidance*.

### 2. Change/Cancel Exam

To change or cancel a scheduled exam, log in to [My Appointment page](#) and follow the instructions on the website.

## Take the exam

After completing the appointment, you could log in to [My Appointment page](#) to click start exam.



The screenshot shows a web interface for managing appointments. At the top, there is a search bar with the appointment code 'EXA20201008000220' and a 'Search' button. Below this, there is a card for 'HCSA-IP Network-EUN' with the appointment code 'EXA202010...'. To the right, an 'Appointment Information' panel lists details: Appointment Code (EXA20201008000220), Exam Code (H19-101), Exam (HCSA-IP Network-EUN), Language (English), Exam Type (Written examination), Exam time (2020-10-12), Duration (90 minutes), and Address (/). At the bottom of the information panel, there are three buttons: 'Cancel', 'Details', and 'Start Exam', with the 'Start Exam' button highlighted by a red box.

## Obtaining Huawei Certificates

Huawei will only provide e-Certificates (excluding HCIE certification) since November 1, 2018. Candidates who have passed the certification can take one job after completing the relevant exams. Go to Huawei Talent Online (Talent Platform) > User Center > My Certificate Download.

<https://e.huawei.com/cn/talent/#/personal/mycert>

## Other FAQs

1. What is the validity period of HCSA certification?

AHCSA certificates are valid for two years. Please renew the certificates before they expire. Renewal process are the same with the initial process.

2. Why can't I see the certificate after I passed the exam?

The e-Certificate will be issued in one working day after passed the exam. If you still cannot find the certificate, please send your info and exam result report to [certification@huawei.com](mailto:certification@huawei.com) for further resolution.

3. I have passed the exam and viewed my certificate. Why can't I see my certificate in the company?

Your certificate information can be reflected in company capabilities only after your personal account is associated with your company. If you have confirmed that your personal account has been associated with the company, but the company capabilities are not displayed, please send your specific questions to [appcrc@huawei.com](mailto:appcrc@huawei.com).

4. How many exams can I take?

You can take five times exams of each exam subject in one year.

5. If you have any questions, please contact [appcrc@huawei.com](mailto:appcrc@huawei.com)