



Cycle Certified Solutions Partner Certification Exam Objectives

About the Exam

Examinees are encouraged to use this document to help prepare for the Cycle Certified Solutions Partner certification exam. This certification exam will verify the examinee has the knowledge and skills required to:

- Build trusted advisor relationships with prospective clients by applying domain knowledge of Cycle and testing to position differentiated Cycle solutions tailored to their context - articulating compelling value propositions, effectively addressing objections, and delivering measurable and achievable outcomes and ROI.
- Partner closely with Cycle Labs to leverage the guidance, enablement, and support available to drive successful engagements.

This is equivalent to hands-on experience in multiple sales engagements either jointly co-selling or independently selling Cycle solutions. The content examples within this document are intended to add context to the test objectives and should not be interpreted as a comprehensive listing of what the examination will cover.

Exam Development

This exam is the result of subject-matter expert workshops regarding the skills and knowledge required of a Cycle Solutions Partner.

Please Note

Please refer to the [Certification Policies](#) for the Confidentiality Agreement, Candidate Code of Conduct, and additional information regarding the certification.

The list of examples provided in bulleted format below are not exhaustive. Other examples relevant to each objective may also be included on the exam, although not listed in this objectives document. Cycle Labs is constantly reviewing the content of our exams and updating test questions to be sure our exams are current and that the security of the questions is protected. When necessary, Cycle will publish updated exams based on existing exam objectives. Please know that all related exam preparation materials will still be valid.

Exam Details

Number of questions	75
Types of questions	Multiple-choice
Length of test	90 minutes
Recommended experience	Completion of the Cycle University commercial curriculum and hands-on experience in multiple sales engagements either selling and/or co-selling Cycle solutions
Passing score	75%

Exam Domains

The table below lists the domains measured by this examination and the extent to which they are represented.

Domain	Percentage of Examination
[1.0] Industry Knowledge - Testing	25%
[2.0] Product Knowledge - Cycle	25%
[3.0] GTM Strategy	35%
[4.0] Implementation Strategy	7.5%
[5.0] Partner Program	7.5%
Total	100%

[1.0] Industry Knowledge - Testing

[1.1] Summarize the enterprise deployment lifecycle (EDLC).

- **SDLC**
- **EDLC**
- **Test Pyramid**

[1.2] Summarize test execution types.

- **Manual testing**
- **Automated testing**
- **Continuous testing**

[1.3] Compare and contrast testing phases, types, and strategies.

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| <ul style="list-style-type: none">• Testing Phases/Types<ul style="list-style-type: none">○ Functional Unit Tests○ System Integration Tests○ Single-system E2E Tests○ Multi-system E2E tests○ User Acceptance Tests | <ul style="list-style-type: none">• Additional testing types<ul style="list-style-type: none">○ Performance testing○ Smoke testing | <ul style="list-style-type: none">• Testing strategies<ul style="list-style-type: none">○ Shift-left testing○ Risk-based testing○ Happy path testing○ Exploratory testing○ Negative testing |
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[1.4] Given a scenario, identify relevant performance testing types.

- **Load**
- **Stress**
- **Endurance/Soak**
- **Simulation**
- **Volume**

[2.0] Product Knowledge - Cycle

[2.1] Given a scenario, identify a relevant Cycle use case.

- **Functional Testing**
 - Deployment Testing
 - Regression Testing
- **Performance Testing**
 - Load Testing
 - Simulation
- **Workflow Automation**
 - Test Data Generation
 - Data Migration

[2.2] Summarize the solutions within the Cycle platform.

- **Cycle & CycleScript**
 - Compatibilities
 - Compatibilities (alpha)
 - Building Blocks
 - Locators
- **System-specific Libraries**
 - BY WMS Test Library
 - BY Dispatcher Test Library
 - BY TMS Test Library
 - BY WMS CMS
- **VSCode extension**
- **Base Framework Library**
- **Step Plugins**
- **Cycle Appliance**
- **Chrome Recorder (beta)**

[2.3] Summarize features of the Cycle platform.

- **Reporting**
- **Locator Repository**
- **Dynamic Data**
- **Pre-/Post-Validation**
- **Environments**
- **Customization Layers**
- **SOC 2**
- **Imports**
- **Test Data Management**

[3.0] GTM Strategy

[3.1] Summarize the solution delivery models.

- **Testing-as-a-Service**
- **Turnkey**
- **Self-Service**
- **Blended**

[3.2] Explain the value proposition of Cycle.

- **Pain Points**
 - Deployment bottlenecks
 - Resource constraints
 - Compliance risk
 - System quality
 - System scalability
 - System security
- **Business Outcomes**
 - Peak Season
 - Go-Live
 - Upgrade
 - Compliance
 - Optimization
 - Modernization
- **ROI**
 - Cost Savings
 - Speed
 - Quality
 - TCO
 - TTV

[3.3] Explain ideal customer profiles and buyer personas.

- **Ideal Customer Profile**
 - Supply Chain Execution system(s) at scale
 - Buying triggers
- **Ideal Buyer Personas**
 - Leadership (CTO/CSCO/VP)
 - Management (Director/Manager of Supply Chain/Systems/IT/Applications)
 - Individual Contributors (System Architects/Systems Analyst/Business Analyst)

[3.4] Given a scenario, highlight differentiators and handle objections.

- **Build vs Buy**
 - Tools vs Platforms
 - Open Source vs Proprietary
- **Enterprise Testing**
 - Multi-System Testing
 - Test Libraries
 - Methodology
- **Business-Readable DSL**
- **Challenger Sales**
 - Stay Current
 - Risk-Based Testing
 - Failures are Good

[3.5] Given a scenario, identify and execute the correct activity to advance a sales cycle.

- **Presentations**
- **Demonstrations**
- **Trials**
- **Proof of Technology/Value/Concept (PoT/PoV/PoC)**
- **Pilot**

[4.0] Implementation Strategy

[4.1] Summarize the Cycle customer journey.

- **Customer Journey**
 - Train
 - Plan
 - Build
 - Maintain
- **Maturity Model**
 - Bolt-on Test Automation
 - Continuous Testing
 - Shift-Left Testing
- **Success Metrics**
- **Onboarding**
- **Check-ins**

[4.2] Summarize the deployment model.

- **Installation Guide**
- **Test Infrastructure**
- **Test Orchestration**

[4.3] Summarize the high-level estimation model.

- **Regression testing**
- **Performance testing**

[4.4] Summarize Cycle training options.

- **Cycle University**
- **Cycle Developer Program**
- **Cycle Certified Developer - Associate**

[5.0] Partner Program

[5.1] Explain the partner program.

- **Cycle Labs**
- **Partner Levels**
- **Partner Portal**
 - Deal Registration
 - Pipeline Management
 - Enablement Kits
- **Partner Enablement Framework**
- **Pricing Model**