Vendor: Huawei

Exam Code: H19-260_V2.0

Exam Name: HCSA-Sales-Smart PV V2.0

Version: DEMO

QUESTION 1
Which of the following statements about the 2024 sales partner certification grace period management rules are correct?

A. Grace period for new/upgraded certification: If the capability does not meet the requirements temporarily, the grace period cannot be applied for.
B. Grace period for new/upgraded certifications: Meet the performance threshold requirements of the corresponding level in 2024, or the admission requirements of partners at the same level or higher in the industry.
C. Review the capabilities on the second day after the grace period ends. If the certification threshold for 2024 is not reached, the employee will be downgraded.
D. Expiration date of the grace period: not more than 6 months and not more than March 1 of the following year.
E. Grace period for renewing the certification: The entry requirements for the performance threshold for the 2024 certification level must be met.

Answer: BCDE
Explanation:
Option A is incorrect because a grace period exists precisely to handle temporary capability gaps under controlled conditions; saying it "cannot be applied for" whenever capability temporarily fails would defeat the purpose of grace-period management. Option B is correct because new or upgraded certification grace periods depend on meeting performance thresholds or equivalent admission requirements for partners at the same or higher industry level. Option C is also consistent with grace-period governance: after the grace period ends, capabilities must be reviewed, and failure to reach the threshold results in downgrade. Option D correctly limits the grace period duration and links it to the following-year cutoff. Option E correctly states that renewal grace-period eligibility still depends on meeting the performance-threshold entry requirements for the target certification level. Therefore, the correct set is B, C, D, and E.

QUESTION 2
What are the levels of partner specialist certification?

A. HCSA
B. HCSP
C. HCSE

Answer: ABC
Explanation:
The correct answer is A, B, C because all three are certification levels in Huawei's partner specialist structure. HCSA represents the associate or foundational sales/solution capability level. HCSP represents a professional-level specialist certification, indicating a deeper understanding of Huawei solutions, partner sales processes, and scenario-based solution positioning. HCSE represents a higher expert-level certification, generally aligned with stronger solution capability and advanced partner competence. Since the question uses checkboxes and asks for the "levels" rather than asking for one highest level or one entry level, all listed levels must be preserved as correct. Excluding any of them would make the certification hierarchy incomplete. The wording in the video contains only these three options, so the extracted answer must include all available certification levels shown.

QUESTION 3
Which of the following statements about the Huawei AFCI function is incorrect?

A. Maximum detection current range is greater than 30 A. 100% PV modules are tested.
B. Detection distance is only 80 m, covering 99% of the rooftops.
C. Huawei Intelligent Arc Protection, which automatically shuts down the arc within 0.5s
D. Precise locating and 100% fault identification

Answer: B
xplanation:
Because the phrase "Detection distance is only 80 m" understates Huawei's higher-level AFCI capability. Huawei AFCI and intelligent arc protection materials describe AI-enhanced arc detection, rapid shutdown, and wider detection scope. Huawei's AFCI flyer compares Huawei with ordinary AFCI and states a higher arc-detection distance capability, while Huawei C&I safety material describes AFCI and rapid-shutdown technologies as active measures for extinguishing arcs and preventing PV fire risk. The shutdown statement in option C is directionally correct because Huawei's arc protection is positioned as fast shutdown after detecting an arc. Option D aligns with Huawei's optimizer-supported module-level/location-related positioning, although wording is sales-oriented. Option A is also aligned with high-current commercial inverter support. The clearest incorrect option is therefore B, because Huawei's L4/intelligent arc protection is not limited to only 80 m in the way stated.

QUESTION 4
Huawei smart I-V diagnosis support string-level fault locating.

A. True
B. False

Answer: A
Explanation:
Huawei Smart I-V Curve Diagnosis is designed to perform online I-V curve analysis across PV strings and identify strings with low performance, abnormal output, or malfunction. This function improves O&M efficiency because maintenance teams do not need to manually inspect every string first. Instead, the system scans string-level electrical characteristics, compares I-V curve behavior, and flags abnormal strings for targeted inspection. Huawei's Utility Smart PV Solution page describes Smart I-V Curve Diagnosis as helping find and identify strings with low performance or malfunction, enabling proactive maintenance, higher O&M efficiency, and lower operation cost. Huawei's Utility Smart PV & ESS Solution material also states that Smart I-V Curve Diagnosis carries out online I-V curve analysis on entire strings with advanced diagnosis algorithms. Therefore, the statement is correct: Huawei Smart I-V Diagnosis supports string-level fault locating.

QUESTION 5
Which of the following features can reduce O&M costs?

A. Support on&off-grid switchover
B. TOU
C. Automatic SOC calibration
D. Top explosion venting (relief pressure in the top direction)

Answer: C
Explanation:
SOC means state of charge, and calibration is important in battery energy storage systems because inaccurate SOC estimation causes inefficient charge/discharge management, maintenance intervention, and possible capacity underutilization. Huawei's Smart String ESS

positioning specifically identifies automatic SOC calibration as an O&M cost-reduction feature. Huawei states that automatic SOC calibration minimizes manual interventions and reduces operational costs, while other Huawei ESS material states that automatic SOC calibration eliminates the need for onsite O&M by experts and supports higher comprehensive energy efficiency. The other options do not directly match the "reduce O&M costs" wording. On/off-grid switchover is mainly a continuity and power-supply resilience feature. TOU is an energy-cost optimization strategy. Top explosion venting is a safety-pressure-relief design. Therefore, the feature directly associated with reduced O&M workload and lower maintenance cost is automatic SOC calibration.

QUESTION 6
What are the challenges facing enterprises in building photovoltaic?

A. Distributed power plants cannot be managed in a unified manner.
B. Unable to make full use of roof area
C. High efficiency modules are not available
D. Poor development quality of PV power plants and many faults
E. Hidden safety hazards of power station system

Answer: ABDE
Explanation:
Distributed power plants being unable to be managed in a unified manner is a real enterprise challenge because C&I customers often have multiple rooftops, sites, branches, or plants that require centralized monitoring and O&M. Not being able to fully use roof area is also a challenge because rooftop structures, shadows, orientations, fire lanes, and string limitations can reduce deployable PV capacity. Poor development quality and many faults reflect design, construction, commissioning, and O&M risks in distributed PV projects. Hidden safety hazards are also a major issue because DC arcs, insulation faults, rooftop high voltage, and ESS risks can affect personnel and assets. Option C is not selected because the issue is not that high-efficiency modules are unavailable; the bigger problems are management, roof utilization, quality, faults, and safety.

QUESTION 7
Huawei's industry-first DC-to-ground protection solution, what is the time required to cut off a ground fault?

A. 60 ms
B. 10 ms
C. 30 ms
D. 15 ms

Answer: B
Explanation:
DC-to-ground faults are serious in PV systems because they can create leakage current, insulation failure, electric-shock hazards, fire risk, and equipment damage. A fast protection mechanism is valuable because it disconnects the fault before the fault energy increases and before the problem spreads to other parts of the PV system. Huawei positions advanced DC-side protection as part of its active safety architecture for C&I and large-scale PV systems. The key differentiator in this question is speed: the fault must be detected and cut off rapidly. Among the listed values, 10 ms is the selected and correct Huawei training value. The longer values of 15 ms, 30 ms, and 60 ms do not match the stated industry-first fast DC-to-ground cutoff capability.

QUESTION 8
What products can Huawei provide in the residential solution?

A. Inverter
B. AC charger
C. ESS
D. Optimizer

Answer: ACD
Explanation:
Inverter is a core residential Smart PV product because it converts PV DC power into AC power for household use and grid connection. ESS is also part of Huawei's residential solution because batteries such as LUNA series storage support self-consumption, backup scenarios, and energy management. Optimizer is included because Huawei residential rooftops may require module-level optimization, rapid shutdown, and module-level monitoring, especially where shading or multi-orientation layouts exist. AC charger is not selected in this training question. Although EV charging can be discussed in broader residential energy scenarios, the answer in this extract focuses on the main residential PV solution products: inverter, ESS, and optimizer. Therefore, option B is excluded for this certification item.

QUESTION 9
Which of the following is not a key SQA role? ( )

A. Customer voice feedback provider
B. Safety and quality culture builder
C. Safety and quality requirement practitioner
D. Safety and quality result guardian

Answer: A
Explanation:
SQA in Huawei partner quality management is focused on safety and quality assurance, implementation control, culture building, requirement practice, result guarding, and continuous improvement. A safety and quality culture builder promotes quality awareness and safe behavior across the organization. A safety and quality requirement practitioner ensures that defined safety and quality requirements are applied in business activities. A safety and quality result guardian monitors outcomes, detects exceptions, and drives closed-loop improvement. "Customer voice feedback provider" may be useful in quality management generally, but it is not named as one of the key SQA role categories in this training extract. The SQA role is not just a customer-feedback channel; it is a safety and quality governance and assurance role.

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