



HP

HP2-H40

Selling HP Personal Systems Hardware

QUESTION: 46

Why is it important to sell HP Business Personal Systems portfolio?

- A. because they are the cheapest products to sell
- B. because customers will be familiar with the HP brand
- C. because HP Business Personal Systems go beyond the product and are designed to meet customers' expectations
- D. because HP only sells Windows devices

Answer: C

QUESTION: 47

How are HP business PCs designed for collaboration? (Select two.)

- A. significant noise reduction
- B. they are thin and light D integrated cameras
- C. durable magnesium and aluminum chassis
- D. limited or no local storage
- E. Mil-pec testing

Answer: C, D

QUESTION: 48

How does the HP Business Personal Systems portfolio go way beyond the product?

- A. by offering security, manageability, durability, and portfolio
- B. by offering the only real mobile solution out there
- C. by giving sales professionals tools to sell, such as myhpsalesguide.com
- D. by deploying an HP Eco Desktop Suite

Answer: C

QUESTION: 49

If a customer is looking for a notebook that provides the right balance between business PC Matures and price points, which HP notebook should be recommended?

- A. HP ZBook
- B. HP EliteBook
- C. HP business notebooks

D. HP ProBook

Answer: D

QUESTION: 50

If you were a basic user with no demands on IT, what need would you be looking for?

- A. something with a sophisticated image
- B. mission-critical devices
- C. just simple efficiency
- D. high-end tools that provide connectivity

Answer: C

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