



# HP

## HPE2-E67 Exam

### HP HPE IT Business Conversations Exam

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## Version: 10

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**Question: 1**

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Which new IT consumption model is a pay-as-you-deploy model that allows customers to more efficiently adapt to business changes, and to take a more flexible, scalable approach to capacity planning?

- A. HPE Pre-Provisioning
- B. HPE Flexible Asset Return for Servers
- C. HPE Subscription for Servers
- D. HPE Accelerated Migration

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**Answer: A**

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**Question: 2**

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Which kind of infrastructure allows for everything to be software defined and supports on-demand deployment of virtualized and physical workloads?

- A. composable infrastructure
- B. converged infrastructure
- C. managed cloud infrastructure
- D. hyper converged infrastructure

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**Answer: A**

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**Question: 3**

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If you go into the first meeting with a customer and immediately start talking about products and solutions, how have you positioned yourself in the eyes of the customer?

- A. as a commodity sales person, selling on price rather than value.
- B. as a business partner with the customer's needs as the first priority.
- C. as a knowledgeable sales consultant.
- D. as a prepared sales consultant, ready to meet the challenges of the business.

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**Answer: A**

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**Question: 4**

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At which point in the sales process should you start seriously discussing services as part of the solution?

- A. if financing is involved, after financing approval is finalized
- B. early in the sales cycle
- C. after evaluating the customer's technical capabilities
- D. once a hardware solution is identified

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**Answer: D**

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