



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

Which two basic types of network switches does the HP networking portfolio support? (Select two.)

- A. low-speed switches
- B. power switches
- C. high speed switches
- D. managed switches
- E. unmanaged switches

Correct Answer: DE

QUESTION 2

During which stage of the customer buying cycle do you ask clarifying questions?

- A. Evaluate Options
- B. Purchase Solution
- C. Recognize Needs
- D. Identify Requirements

Correct Answer: C

QUESTION 3

What does an IBM customer need to buy for services that are comparable to HP Proactive care?

- A. Multiple services or a custom contract
- B. Credits-based services
- C. HP Proactive care for IBM solutions
- D. Third-party dedicated services

Correct Answer: B

QUESTION 4

Which top IT trend for small and medium business is addressed with solutions that help avoid IT silos and the need for IT specialists?



- A. IT variety and choice
- B. Security with the ability to secure assets and data
- C. Simplicity of IT infrastructure and tight integration
- D. Scalability

Correct Answer: C

QUESTION 5

Which HP online tool makes it easy to select the right HP solution bundle to recommend to a small or medium business?

- A. HP Insight Online
- B. LAN Desk solution for HP
- C. HP JRIT
- D. Hpshopping.com

Correct Answer: C

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