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QUESTION 1

What does virtuaiization mean?

A. the act of allocating server resources to create a non-physical desktop environment

B. the act of isolating various applications within an operating system to enable virtual security

C. the act of creating additional threads in an application to improve computer processing speed

D. the act of speeding up computer processing through overclocking

Correct Answer: D

QUESTION 2

Which situation is an indicator for a need for client-virtualization?

A. a desire for the latest in video editing technology

B. network bandwidth limitations

C. a need for high-level security

D. a need for big data storage

Correct Answer: D

QUESTION 3

Which of the following causes is the most likely explanation for why a customer would choose HP over a competitor?

A. the HP sales representative showed a thorough understanding of the customer\\'s needs and matched a solution to those needs

B. the HP sales representative described the ways the competitors\\' products have failed in the past to remove confidence in those products.

C. the HP sales representative focused on the ROI they have provided to other companies using HP vIrtualization technology.

D. the HP sales representative explained how HP has far superior vIrtualization technology at the most cost effective prices.

Correct Answer: B

QUESTION 4

Why is it important to conduct a discover meeting with your clients?

A. It helps you determine where they are in the process of moving towards client visualization.

B. It provides the perfect opportunity to showcase your client visualization hardware.

C. It helps you show your Knowledge of client-virtualization.

D. It provides an opportunity to talk about HP\\'s integration with industry leading client- virtualization ISVs

Correct Answer: D

QUESTION 5

Which question is best for discovery and assessment?

A. Are you interested in thin clients?

B. Why are you interested in thin clients technology?

C. Is an HP t$20 flexible thin client the best product for you?

D. Do you have more than 30 employees?

Correct Answer: B

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