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QUESTION 1

What should be the focus of a discussion about re-purposlng old PCs versus replacing them with HP thin clients?

A. Total cost of ownership, cost involving energy efficiency, operations, and manageability of devices

B. Acquisition costs versus sacrificing the value of the original cost of the PC

C. The value of a PC and its peripherals versus the cost of a new HP thin client

D. The ability to use Web Services for an operating system streaming situation

Correct Answer: C

QUESTION 2

What is the most important aspect of a sales conversation throughout the sale cycle?

A. Demonstrating active listening because it helps you identify their true needs

B. Emphasizing HP\\'s standard of quality because your customers need to know why to choose HP over the competition

C. Focusing on what to say next because it makes you sound like you know what you are talking about

D. performing a demo of the product because it shows you technically understands how it works

Correct Answer: D

QUESTION 3

What should you do after closing the sale and successfully implementing it?

A. Present the invoice.

B. Ask for opportunities to upsell.

C. Quickly move on to the next customer.

D. Ask for referrals.

Correct Answer: D

QUESTION 4

What are some of the customer benefits of thin computing? (Select three.)

A. More choices of network connectivity

B. Reduced desktop footprint g improved data security

C. Increased software capabilities

D. Increased computing power

E. Reduced energy consumption

Correct Answer: ACE

QUESTION 5

What is a thin client?

A. a thin Ultrabook connected to the network

B. a traditional PC with smaller and thinner physical form

C. a device with minimal connectivity to connect to Internet

D. an access appliance (to virtual client) with no moving parts and no local storage

Correct Answer: C