

HP2-H37^{Q&As}

Selling HP Client Virtualization Solutions

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QUESTION 1

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 2

What is client virtualization?

- A. Virtualization hosted by HP for customer clients
- B. A suite of systems that provides all PC-client services and resources, that includes thin-client as the access device
- C. Factory optimized secure Web hosting that uses secure socket layers
- D. The client/server relationship between a standalone computer and the rest of the network environment

Correct Answer: A

QUESTION 3

According to MarketBridge, what are the top reasons that customers choose thin clients over desktops'?

- A. Cost effectiveness, efficiency, and security
- B. Processing power, connectivity, and storage
- C. Acquisition cost, form factor, and desktop real estate
- D. Absence of fans, power requirements, and multiple monitors

Correct Answer: A

QUESTION 4

Which of the following is the best opportunity for a thin computing solution?

- A. A mobile user with unreliable data connectivity

- B. A small computing environment with no server infrastructure
- C. A high power computing user, such as an animator
- D. A public access point with multiple users, such as a library

Correct Answer: D

QUESTION 5

What is repurposed PC software?

- A. Software taken from a traditional PC and installed on a virtual server
- B. Software taken from a retiring computer and installed on a new computer
- C. A method of converting a traditional PC into a virtual application server
- D. A method of converting a traditional PC to have some attributes of a thin client

Correct Answer: D

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