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QUESTION 1

Why is Dell the closest competitor to HP in the worldwide thin client market?

- A. They purchased Wyse and have renewed their focus on thin client sales.
- B. Other vendors besides HP and Dell have not invested money in building market share in thin client sales.
- C. They have limited their thin client sales to strategic markets, such as education, government, and call centers
- D. They purchased the IBM thin client lineup when IBM decided to focus on enterprise computing only.

Correct Answer: A

QUESTION 2

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 3

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 4

Why do HP t3l0 Zero Clients deliver amazing performance and require no patches or updates?

- A. Because the operating system is hard coded into the AMD processor
- B. Because they use hardware-based security for IP packet checking
- C. Because the operating system is refreshed when the system is turned on
- D. Because they use hardware-based decompression technology for PCoIP protocol

Correct Answer: C

QUESTION 5

What is a benefit of virtualized clients that is important to end-users?

- A. Simplified management
- B. Lower costs
- C. Fast, PC-like performance
- D. Unprecedented data security

Correct Answer: C

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