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QUESTION 1

How should you address customer concerns relative to price?

A. by lowering the price with very little margin just secure the deal

B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price

C. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver

D. by telling them their competitor has just bought some and they don\'t want to be left behind

Correct Answer: C

Reference: https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html

QUESTION 2

How much does HP Sure Sense cost?

A. HP charges $10 per license.

B. There is no additional cost.

C. HP charges up to $5 per license, depending on volume.

D. It is free if you register online within 30 days.

Correct Answer: B

Reference: https://press.ext.hp.com/us/en/press-releases/2019/hp-transforms-pc-security-with-AI-drivenhp-sure-sense.html

QUESTION 3

Which HP product has HP Sure View Gen3 as an option?

A. HP ProOne 600 G4 AiO PC

B. HP ProBook 400 G6 series Notebook PC

C. HP EliteOne 800 G5 AiO PC

D. HP Chromebook 14 G5

Correct Answer: C

Reference: https://www.thurrott.com/hardware/196696/hp-introduces-third-gen-of-hp-sure-view-with-newelitebook-x360-830-eliteone-800-all-in-one

QUESTION 4

Which HP DaaS plan offers advanced software analytics and application compliance report?

A. Premium

B. Standard

C. Enhanced

D. Advanced

Correct Answer: A

QUESTION 5

How does HP lead the industry with security?

A. by forcing all users to use multi-factor authentication

B. by enforcing policies for all users to regularly update Microsoft Windows and any security programs

C. by providing complete security stack that includes built-in security features

D. by adding digitally-enforced Kensington locks to all devices

Correct Answer: C

Reference: https://h41369.www4.hp.com/taw/article/PR/GB/TAW_001952

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