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QUESTION 1

How does the HP Manageability Integration Kit plug-In for Microsoft SCCM help IT administrators?

- A. It creates and maintains a robust software image for large rapid deployments.
- B. It groups PCs into physical groups based on location, so they are easy to find and manage.
- C. It physically locates PCs that have gone missing, similar to "find my phone."
- D. It updates and maintains software and security settings across a fleet of PCs.

Correct Answer: C

QUESTION 2

Your customer spends 40% of time at the office and is looking for a way to quickly connect to existing external monitors. Which accessory would be most useful to add to their HP EliteBook?

- A. HP Hot Desk Stand
- B. HP Docks
- C. HP Wireless Keyboard and Mouse
- D. HP Shareboard

Correct Answer: B

QUESTION 3

What should be the focus of your first sales conversation with a customer?

- A. uncovering their needs
- B. presenting special offers
- C. offering discounts
- D. selecting the solution

Correct Answer: A

QUESTION 4

Which statement correctly describes HP Sure Sense?

- A. protection against phishing attacks

- B. protection against BIOS attacks and memory failures
- C. protection against zero-day (never-seen-before) attacks
- D. protection against visual attacks

Correct Answer: C

QUESTION 5

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

- A. HP Care Pack
- B. HP Services
- C. HP Support Assistant
- D. HP DaaS one-year pack

Correct Answer: B

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