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QUESTION 1

Which situation is an indicator for a need for client-virtualization?

A. a desire for the latest in video editing technology

B. network bandwidth limitations

C. a need for high-level security

D. a need for big data storage

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

You are on an initial sales call with a customer, discussing virilization. What should you know by the end of the call? {Select two.)

A. The customer\\'s high-level IT environment/architecture

B. The issues the customer is trying to solve

C. How the customer generates profit g the customers annual gross revenue

D. The customer\\'s floor space needs for locating a server cluster

Correct Answer: BD

QUESTION 4

What is thin computing?

A. A process of making applications available on mobile devices instead of PCs

B. A layer in client virtuaiization that provides the user access into the infrastructure

C. Desktop computers that have only the minimum features to access the internet

D. Reducing the PC requirements by adopting cloud services instead of locally installed applications

Correct Answer: B

QUESTION 5

What does the HP StorageWorks XP Disk Array enable a customer to do?

A. manage an unlimited number of virtual clients

B. virtualize nearly 250 petabytes

C. virtualize nearly 500 desktops

D. pushes virtual images to thin clients

Correct Answer: B

QUESTION 6

Which type of processors are available in HP t620 and t620 Plus flexible thin clients?

A. NvidiaTegra

B. Samsung Exynos

C. Dual core or quad core

D. Eight core or sixteen core

Correct Answer: C

QUESTION 7

What does virtuaiization mean?

A. the act of allocating server resources to create a non-physical desktop environment

B. the act of isolating various applications within an operating system to enable virtual security

C. the act of creating additional threads in an application to improve computer processing speed

D. the act of speeding up computer processing through overclocking

Correct Answer: D

QUESTION 8

Why is Dell the closest compelilor 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 9

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 10

Which indicator will help you to recommend the correct choice of thin clients?

A. CPU performance requirements

B. Maturity in the market place

C. Concern about environmental impact

D. New in the decision process

Correct Answer: C