

# HP2-H88<sup>Q&As</sup>

Selling HP Business Personal Systems Hardware 2019

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## QUESTION 1

Which HP series supports HP Sure Start?

- A. HP 200 series Notebook PCs
- B. HP Pro 400 series Desktop PCs
- C. HP EliteBook Notebook PCs
- D. HP Chromebook

Correct Answer: B

Reference: <https://www8.hp.com/us/en/pro-family/probook-470-450-440-430.html>

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## QUESTION 2

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

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

Correct Answer: B

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## QUESTION 3

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>

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## QUESTION 4

Your customer shares with you that their previous devices were unable to handle demanding software, such as Autodesk?3D Max?

Which HP series should you offer?

- A. HP Z series
- B. HP Pro series
- C. HP Elite series
- D. HP Business series

Correct Answer: A

Reference: [https://www8.hp.com/hk/en/pdf/hp\\_autodesk\\_tcm\\_187\\_1531720.pdf](https://www8.hp.com/hk/en/pdf/hp_autodesk_tcm_187_1531720.pdf)

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## QUESTION 5

What is true about HP Sure Click?

- A. It isolates web content in a virtual machine, where malware cannot affect other tabs, applications, or the operating system.
- B. It helps IT departments develop and maintain policies for supported web browsers.
- C. It helps IT administrators deploy and maintain security settings across a fleet of PCs.
- D. It monitors keyboard clicks and adjusts the feel of the keys so that the user has a nice experience using the keyboard on an HP EliteBook.

Correct Answer: B

Reference: <https://www8.hp.com/h20195/v2/getpdf.aspx/4AA7-2638ENW.pdf>

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