

# HP2-I15<sup>Q&As</sup>

Selling HP Business Personal Systems Hardware 2020

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## QUESTION 1

When ready to propose a product to a customer, what should you take into consideration?

- A. that you include a six-month expandable Care Pack
- B. any potential promotions when it comes time for the customer to buy
- C. that you answer the customer pain points and meet their needs
- D. that you always sell HP DaaS services along with the hardware

Correct Answer: C

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## QUESTION 2

Your manufacturing customer is looking for a solution for their creative teams that optimizes flexibility (hot desking). Members of these teams already standardized on the HP ZBook 17 G5 Mobile Workstations.

Which HP solution should you recommend to this customer?

- A. HP Ultralim Docking Station
- B. HP Thunderbolt Dock 120WG2 with the audio module
- C. HP Thunderbolt Dock 230W G2 with the combo cable
- D. HP USB-C Mini Dock

Correct Answer: C

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## QUESTION 3

How does HP Sure Recover help customers in the case of a breach?

- A. It checks the device image via the Manageability Integration Kit plug-in for Microsoft SCCM before deploying across a fleet to recover time.
- B. It checks the network firewall and recovers the local firewall after a breach.
- C. It recovers lost programs, office files, photos, videos, and user files.
- D. It restores their machines quickly and securely to the latest image.

Correct Answer: D

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-4556ENW.pdf> (4)

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## QUESTION 4

- A. It has the same collaboration standards as the standard HP EliteBook 840 G5 Notebook PC. but has extra security for patient records.
- B. It has the same durability as the standard HP EliteBook 840 G6 Notebook PC to withstand accidental drops or spills, but It can also be sanitized.
- C. It is white to match the hospital aesthetics and can be cleaned with bleach.
- D. It is ultra-lightweight and has a detachable keyboard, thus making It easy for doctors to carry around.

Correct Answer: B

<http://h20195.www2.hp.com/v2/getpdf.aspx/4AA7-2103ENUC.pdf>

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## QUESTION 5

Your healthcare customer has overburdened IT staff and Inadequate IT resources, but they have a growing need to migrate their devices from Microsoft Windows 7 to Windows 10. Which HP DaaS explanation is correct and relevant to this customer?

- A. HP DaaS is a solution that combines hardware and premium same-day support, proactive management, and services for every stage of the device lifecycle.
- B. HP DaaS is a complete solution that includes migrating from Microsoft Windows 7 to Windows 10 on all existing PCs.
- C. HP DaaS provides security and additional software to monitor the health of your PC, with reduced costs as all reporting is done automatically.
- D. HP DaaS is a complete solution that combines hardware, support, proactive management, and services for every stage of the device lifecycle to optimize IT assets and resources.

Correct Answer: D

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## QUESTION 6

What is the major security concern associated with company employees working in public areas and open offices, and how does HP address it?

- A. virus attacks, which can be lessened with HP Sure Run
- B. visual hacking, which can be prevented with HP Sure View
- C. malware attacks, which can be mitigated with HP Sure Start
- D. phishing attacks, which can be alleviated with HP Sure Click

Correct Answer: B

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## QUESTION 7

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

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## QUESTION 8

How does the experience age change the workplace as compared to the Information age? (Select three.)

- A. smaller open offices
- B. large open offices
- C. fixed desks offices
- D. more car parking for employees
- E. collaboration areas
- F. cubicle work environment
- G. at-home workspace solutions

Correct Answer: AEG

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## QUESTION 9

Why would you recommend HP Installation Services?

- A. to ensure the customer receives great service and support for the duration of the device lifecycle, including installation
- B. to be able to facilitate the move to Microsoft Windows 10
- C. to enable easier implementation of endpoint devices with the latest Microsoft and HP software solution updates already installed
- D. to ensure the customer receives user-ready devices at specific locations that includes unpacking, PC setup, and basic configuration

Correct Answer: D

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## QUESTION 10

Why would an HP EliteDesk 800 G6 SFF PC with optional dust filters be the tight fit for a production line?

- A. It is secure and the addition of dust filters will extend the life of the machine.
- B. It has a specialized loudspeaker system appropriate for a noisy production environment.
- C. The dust filters enable the device to run quieter than any other device within the Z range.
- D. It has no fan and no moving parts to give the best reliability.

Correct Answer: A

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