



# HP2-E43<sup>Q&As</sup>

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#### QUESTION 1

Which statement about HP servers is most important for small businesses?

- A. HP servers are simple to deploy, manage, and repair.
- B. HP servers require rack mounts, and there are no tower models available.
- C. HP servers do not accommodate disk expansion.
- D. HP servers will begin to address fan noise in 2014.

Correct Answer: A

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#### QUESTION 2

Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

- A. Understanding the Customer Environment
- B. Closing the Deal
- C. Generating a Customer Offer
- D. Qualifying the Opportunity

Correct Answer: D

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#### QUESTION 3

Connecting is one of the IT enabled activities within the HP Just Right IT program. Which statement best describes Just Right IT connecting?

- A. managing important files, information, and data in a manner that is secure and easy to manage
- B. linking networking solutions to boost productivity and customer management
- C. making amazing things - whether it's a product, a service or a marketing piece - with the most appropriate tools for the job
- D. looking like a pro with digital imaging as well as capturing data found in print pieces

Correct Answer: C

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#### QUESTION 4

What is the poorest resource for finding information about midmarket server positioning?



- A. annual reports emphasizing investor relations
- B. industry reports
- C. competitor's server web pages
- D. competitor's server press releases

Correct Answer: B

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#### QUESTION 5

Which ProLiant advantages should you share with a customer in a competitive situation? (Select three )

- A. lower noise levels
- B. smaller footprints
- C. efficient power supply
- D. supports Windows Server and stores files
- E. improved network bandwidth E3 improved data compression

Correct Answer: BCD

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