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QUESTION 1

The HP Personal Systems Group (PSG) helps shape the future of personal computing by transforming how people think, feel, and connect. Which product is NOT part of the PSG portfolio?

- A. HP Business Desktops
- B. HP Ink and Paper
- C. HP Business Laptops
- D. HP Business Workstations

Correct Answer: B

QUESTION 2

Which HP management software converges network management and orchestration tools?

- A. HP Data Protector Express
- B. HP Intelligent Management Center
- C. HP Insight Control
- D. HP Care Pack Services

Correct Answer: B

QUESTION 3

Which factor will competitors most likely attack on HP storage products?

- A. cost
- B. quality
- C. a lack of innovative features
- D. reliability

Correct Answer: C

QUESTION 4

What is NOT a small business customer pain point in networking?

- A. data security



- B. invited visitors on a wireless LAN
- C. lack of employee mobility
- D. slow response time for server applications

Correct Answer: C

QUESTION 5

How do you justify the higher cost of HP small business networking solutions compared to some competitive offerings?

- A. Indicate that HP networking products provide enhanced security, reliability, and quality.
- B. Point out legal actions taken against competitors\' networking products.
- C. Provide negative reviews about competitors\' networking products you have collected from trade journals.
- D. Give the customer a detailed flow chart that illustrates HP\'s strict component selection criteria.

Correct Answer: D

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