HP2-B115^{Q&As}

Selling HP Printing and Personal Systems Hardware

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QUESTION 1

Your customer tells you that they had problems in the past with the keys on their Notebook wearing out. Which feature should you turn into a benefit for the customer\\'?

A. HP DuraKeys

B. spill resistant keyboard

C. HP 3D DriveGuard

D. HP DuraFinish

Correct Answer: A

QUESTION 2

How can you change the nature of your conversation with your customers to successfully sell HP products?

A. Demonstrate the financial and IT value that customers will obtain from HP

B. Demonstrate the longer product lifecycle and finance options

C. Base your conversation on price.

D. Base your conversation around Big Deals.

Correct Answer: A

QUESTION 3

What is a differentiating feature on the HP ElitePad 1000 series\\'?

A. an 18 inch-screen and an enhanced graphics card

B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket

C. a titanium case with a new-style screen and keyboard

D. an automatic lock and data disposal

Correct Answer: B

QUESTION 4

What is the target market for a personal printer in terms of number of users per device?

A. 1-5 users

B. 6-15 users

C. 10-30 users

D. 15-60 users

Correct Answer: A

QUESTION 5

When it comes to quality, how does a robust magnesium chassis help?

A. reduces weight and maintains durability

B. increases weight, decreasing chances of it falling over

C. decreases chance of a short circuit

D. will not rust

Correct Answer: A

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