



HP2-H37^{Q&As}

Selling HP Client Virtualization Solutions

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QUESTION 1

What is HP ThinState?

- A. thin-client application for load balancing session state across servers
- B. an HP network optimization tool for thin clients
- C. an HP exclusive thin-client image capture tool (§) a Microsoft product for managing devices across the enterprise

Correct Answer: B

QUESTION 2

What is a key concept for selling HP thin clients?

- A. HP Flexible thin clients are always the best fit to customers in the healthcare industry.
- B. Always ask questions that the customer can answer with a yes or a no.
- C. Create and use discovery and assessment questions to see how ready your customer is to buy thin clients.
- D. Present your sales pitch, and then ask for questions or comments at the end of your speech.

Correct Answer: C

QUESTION 3

What should you do after closing the sale and successfully implementing it?

- A. Present the invoice.
- B. Ask for opportunities to upsell.
- C. Quickly move on to the next customer.
- D. Ask for referrals.

Correct Answer: D

QUESTION 4

Which use case is a primary use case for an HP flexible thin client?

- A. University student
- B. Video editing workstation
- C. Print server



D. Digital signage

Correct Answer: C

QUESTION 5

What is a key concept for selling HP thin clients?

- A. Sell on the HP legacy of unparalleled quality rather than comparing HP to its competitors.
- B. Build value in your services rather than on the product.
- C. Sometimes repurposing PCs is the best solution to get the customer into a client virtualization environment quickly.
- D. Use active listening to help you gain greater insight into your customer's challenges and to strengthen your relationship.

Correct Answer: C

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