HP2-H37^Q&As

Selling HP Client Virtualization Solutions

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QUESTION 1

What is an important customer benefit of thin computing?

A. The customer can have a wide variety of internal storage choices, including solid state hard drives.

B. The customer can easily upgrade onboard memory for better application responsiveness.

C. The customer can perform manageability and support from the data center.

D. The customer can see more visual real estate via multiple monitor support features.

Correct Answer: B

QUESTION 2

What is active listening?

A. Understanding the total message being sent

B. Analyzing the customer needs

C. Thinking about how the solution fits within the environment

D. Hearing every word the customer is saying

Correct Answer: A

QUESTION 3

What is the final result of a customer technical evaluation?

A. Development of ROI reporting criteria

B. A transformation of the customer\\'s infrastructure

C. An established rating of performance

D. Proposal review

Correct Answer: C

QUESTION 4

What is a key concept for selling HP thin clients?

A. Sell on the HP legacy of unparalleled quality rather than companng 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 virilization 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

QUESTION 5

How can HP thin clients extend the benefits of client virtualization?

A. They improve color integrity and increase graphical performance.

B. They maximize workspace and improve power efficiency up to 80%.

C. They increase computing power and provide backups of local hard drives.

D. They decentralize data and extend storage capabilities across desktops.

Correct Answer: D