



# HP2-I15<sup>Q&As</sup>

Selling HP Business Personal Systems Hardware 2020

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### QUESTION 1

How does the HP Manageability Integration Kit plug-In for Microsoft SCCM help IT administrators?

- A. It creates and maintains a robust software image for large rapid deployments.
- B. It groups PCs into physical groups based on location, so they are easy to find and manage.
- C. It physically locates PCs that have gone missing, similar to "find my phone."
- D. It updates and maintains software and security settings across a fleet of PCs.

Correct Answer: C

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### QUESTION 2

How should you address customer concerns relative to price?

- A. by focusing on key areas that show business value and highlight how the HP solutions offer best-in-class pricing for the value they deliver
- B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price
- C. by lowering the price with very little margin just to secure the deal
- D. by telling them their competitor has just bought some and they don't want to be left behind

Correct Answer: A

Reference: <https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html>

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### QUESTION 3

How does HP meet the "everything as a service" demand of rapid urbanization?

- A. with HP STS (Smart Technologies Service)
- B. with HP CSaaS (Cloud Solutions as a Service)
- C. with HP DaaS (Device as a Service)
- D. with HP CPaaS (Computing Power as a Service)

Correct Answer: C

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### QUESTION 4

Why is the HP Endpoint Security Controller integral to the HP security stack?



- A. It is the foundation of the HP security stack that creates the root of trust between the HP security solutions and the PC hardware.
- B. It is user-ready software that connects HP security services to the PC in a simple, intuitive way.
- C. It is another name given to the Trusted Platform Module (TPM), a dedicated microcontroller designed to secure the hardware through integrated cryptographic keys.
- D. It controls which information is sent to 3rd party security providers, including Intel and Microsoft.

Correct Answer: A

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-2796ENW.pdf> (2)

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### QUESTION 5

What are the major differences between the experience age and the information age?

- A. The experience age is centered around the experiences people have while learning, including which school they attended and how it prepared them for future work.
- B. The experience age is about how the VR technology is changing our lives and our experiences.
- C. The experience age is about people working together, in the same office, with better technology, to solve shared problems.
- D. The experience age is centered around experiences, smart technology, and efficiency, with people working anywhere, at any time, often in shared offices or cafes.

Correct Answer: D

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