



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

Selling HP Business Personal Systems Hardware 2020

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### QUESTION 1

What does HP offer to customers looking to blend the virtual and physical worlds?

- A. HP Z8 G4 Workstation
- B. HP Multi Jet Fusion 3D Printer
- C. HP Omen fanny pack
- D. HP Virtual Reality solutions

Correct Answer: D

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### QUESTION 2

What is the HP Endpoint Security Controller?

- A. It is a physically isolated and cryptographically protected hardware component.
- B. It is a control board that informs Microsoft Windows how the PC is protected.
- C. It is an HP software that holistically controls the security of the PC.
- D. It is a hardware component that proactively informs HP about security incidents.

Correct Answer: A

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

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### QUESTION 3

Which HP display would be most useful for someone who spends most of their time traveling and has no fixed office?

- A. HP S1414-inch Portable Display
- B. HP E243p 23.8-Inch Sure View Monitor
- C. HP S340c 34-inch Curved Monitor
- D. HP E243d 23.8-inch Docking Monitor

Correct Answer: A

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### QUESTION 4

Your manufacturing customer is looking for a solution for their creative teams that optimizes flexibility (hot desking). Members of these teams already standardized on the HP ZBook 17 G5 Mobile Workstations.



Which HP solution should you recommend to this customer?

- A. HP Ultralim Docking Station
- B. HP Thunderbolt Dock 120WG2 with the audio module
- C. HP Thunderbolt Dock 230W G2 with the combo cable
- D. HP USB-C Mini Dock

Correct Answer: C

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#### QUESTION 5

What should be the focus of your first sales conversation with a customer?

- A. uncovering their needs
- B. presenting special offers
- C. offering discounts
- D. selecting the solution

Correct Answer: A

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