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QUESTION 1

Why would an HP EliteDesk 800 G6 SFF PC with optional dust filters be the tight fit for a production line?

A. It is secure and the addition of dust filters will extend the life of the machine.

B. It has a specialized loudspeaker system appropriate for a noisy production environment.

C. The dusk filters enable the device to run quieter than any other device within the Z range.

D. It has no fan and no moving parts to give the best reliability.

Correct Answer: A

QUESTION 2

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

A. HP Care Pack

B. HP Services

C. HP Support Assistant

D. HP DaaS one-year pack

Correct Answer: B

QUESTION 3

What are the characteristics of the new work style that results from moving into the experience age?

A. computer-based workflow in the office; flexible working hours: fixed location

B. cloud-based workflow in the office; nothing stored on local computers; more personalized, faster experience

C. cloud-based workflow; office will be wherever you are with no fixed location; people will stay in a job for around 3 years on average

D. cloud-based workflow; working from home; people staying in jobs for around 5 years

Correct Answer: B

QUESTION 4

Which HP series supports HP Sure Start?

A. HP EliteBook Notebook PCs

B. HP Pro 400 series Desktop PCs

C. HP 200 series Notebook PCs

D. HP Chromebook

Correct Answer: A

https://www8.hp.com/us/en/pro-family/probook-470-450-440-430.html

QUESTION 5

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 tittle margin just 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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