

# HP

## Exam HP2-H40

### Selling HP Personal Systems Hardware

Version: 7.0

[ Total Questions: 50 ]

**Question No : 1**

What is driving notebook and tablet sales in today's market?

- A. transaction selling
- B. light-weight, reliable, and highly secure devices, straight out of the box
- C. HP Care Pack Services
- D. that 84% of CIOs believe mobility will significantly improve customer interactions

**Answer: B**

**Question No : 2**

How can a sales professional identify a customer's pain points?

- A. Get them to log onto hppainpoint.com and answer a questionnaire
- B. Send them an HP Pain Point Fact Sheet (PPFS).
- C. Let the customer talk about their current business personal systems set up.
- D. Sell them the lowest-cost products and then check for further comments.

**Answer: B**

**Question No : 3**

What was the increase in teleworking from 2005 to 2012?

- A. 90%
- B. 50%
- C. 20%
- D. 80%

**Answer: B**

**Question No : 4**

How is the way we work driving notebook and tablet sales today?

- A. The change in workforce, workplace, and work styles drives the need for mobile solutions.
- B. When a company has a technology refresh, they will be looking at just tablet devices and nothing else.
- C. More companies are expecting their employees to work only in remote offices.
- D. Employees want to use tablet devices for work, and not desktop PCs anymore.

**Answer: D**

**Question No : 5**

What are the advantages for the customer of having a thin client? (Select three.)

- A. full service package
- B. large SSD internal hard drives
- C. easy to manage
- D. greater graphics functionality than a desktop D enhanced security
- E. great mobility

**Answer: C,D,E**

**Question No : 6**

In order to collaborate, what is the first thing that the customer will need?

- A. a secure connection to HP BIOSphere
- B. HP Touchpoint manager
- C. HP Meeting room solution
- D. USB Type-C™ connectivity

**Answer: C**

**Question No : 7**

Which easy-to-carry one-handed mobile product should be recommended for executives and mobile professionals?