

# T estpassport考試指南



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**Exam** : **HP2-E19**

**Title** : **HP Partner Fundamentals  
2009**

**Version** : **Demo**

1. What are roles of a HP Partner Account Manager? (Select two.)

- A. helps users manage their forecast
- B. ensures the optimal skill levels are in place
- C. provides access to HP corporate hospitality events
- D. provides assistance in the development of the Partner Business Growth Plan

**Answer: BD**

2. What are the benefits of being an HP Preferred Partner? (Select two.)

- A. demonstrates commitments to customers
- B. enables Partners to sell at greater discount
- C. provides access to Partner Co-Marketing Activities
- D. provides access to HP's multimillion dollar marketing program and brand recognition

**Answer: CD**

3. When can a Partner join the HP Preferred Partner Program upon completion of the defined criteria?

- A. monthly
- B. annually
- C. quarterly
- D. every half year

**Answer: B**

4. Which is certification an important part of being a Preferred Partner? (Select two.)

- A. Employers demand it.
- B. It is a key criterion for becoming a Preferred Partner.
- C. It is important to be able to demonstrate ability to pass exams.
- D. It demonstrates a specific area of expertise, and customers want to work with experts.

**Answer: BD**

5. Which business units have introduced a Virtualisation specialization? (Select two.)

- A. IPG

- B. ESS
- C. PNB
- D. PSG

**Answer: BD**

6. Which business unit introduced two extra specialization tracks?

- A. ISS
- B. PNB
- C. HPS
- D. BCS

**Answer: A**

7. What are the key measurement criteria for Preferred Partners? (Select two.)

- A. selling all HP products
- B. fulfilling revenue targets
- C. gathering customer testimonials
- D. attaining minimum certification levels

**Answer: BD**

8. What does IT investment provide customers? (Select two.)

- A. reduced prices
- B. increased footprints
- C. return on investment
- D. better levels of service

**Answer: AC**

9. Preferred Partners in EMEA are a very important part of the HP channel.

- A. less than 5%
- B. less than 10%
- C. greater than 70%

D. greater than 90%

**Answer: C**

10. Which statements are true about the HP Preferred Partner Program? (Select two.)

A. It is a program for distributors.

B. It is a program for printing Partners only.

C. It is highly respected by channel Partners and analysts.

D. It is a channel program that spans the entire HP portfolio.

**Answer: CD**