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Exam : HP2-E43

Title : Selling HP SMB Solutions

Version : DEMO

1.In response to business growth, some companies add new IT hardware without having a clear IT strategy or plan to keep up with that growth. What is this IT trend called?

- A. cloud computing
- B. consolidation
- C. sprawl
- D. business protection

Answer: C

2.What are small and midmarket companies less likely to have on their websites than enterprise companies.?

- A. an annual report for the shareholders
- B. details about the company's products and services
- C. company news
- D. a distinctive brand

Answer: A

3.Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

- A. Understanding the Customer Environment
- B. Closing the Deal
- C. Generating a Customer Offer
- D. Qualifying the Opportunity

Answer: D

4.The HP Partner Sales Advantage Tool (PSA Tool) is primarily intended for use during which step in the sales cycle?

- A. Closing the Deal
- B. Generating a Customer Offer
- C. Identifying the Customer Pain Points
- D. Detailed Solution Configuration

Answer: C

5.Sharing, Connecting, Creating, Storing, and Printing are the IT-enabled activities that serve as the pillars for which HP solution offering?

- A. HP Midsize Business Center
- B. HP Just Right IT for Small Business
- C. HP SMB Solutions
- D. HP Authorized Reseller Solutions

Answer: C

6.Which statement is characteristic of the HP Midsized Business Center?

- A. It is a one stop shop for all of HP's service solutions.
- B. It is another name for HP Just Right IT.
- C. It stresses manage, grow, and protect as keys for midmarket IT success.
- D. It stresses sharing, connecting, creating, storing and printing as the key midmarket pillars.

Answer: C

7.The HP Personal Systems Group (PSG) helps shape the future of personal computing by transforming how people think, feel, and connect. Which product is NOT part of the PSG portfolio?

- A. HP Business Desktops
- B. HP Ink and Paper
- C. HP Business Laptops
- D. HP Business Workstations

Answer: B

8.Which HP products for smaller businesses provide a single, safe location for employees to share files, documents, applications, and software?

- A. HP Prolaint Servers
- B. HP X1000 Network Storage Systems
- C. HP D2000 Disk Enclosures

D. HP ProBook 4530

Answer: A

9.Connecting is one of the IT enabled activities within the HP Just Right IT program. Which statement best describes Just Right IT connecting?

- A. managing important files, information, and data in a manner that is secure and easy to manage
- B. linking networking solutions to boost productivity and customer management
- C. making amazing things - whether it's a product, a service or a marketing piece - with the most appropriate tools for the job
- D. looking like a pro with digital imaging as well as capturing data found in print pieces

Answer: C

10.The HP Imaging and Printing Group (IPG) helps shape the future of digital imaging and printing. Which product is NOT part of the IPG portfolio?

- A. HP Business Laptops
- B. HP Photosmart Printers
- C. HP Ink, Toner, and Paper
- D. HP Laserjet Printers

Answer: A