

QUESTIONS & ANSWERS

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HP

HP2-H37

Selling HP Client Virtualization Solutions



DEMO

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QUESTION: 45

Why is it important to conduct a discover meeting with your clients?

- A. It helps you determine where they are in the process of moving towards client visualization.
- B. It provides the perfect opportunity to showcase your client visualization hardware.
- C. It helps you show your Knowledge of client-virtualization.
- D. It provides an opportunity to talk about HP's integration with industry leading client-virtualization ISVs

Answer: D

QUESTION: 46

If a customer is undecided on their choice of solution architectures, which stage of the decision process are they in?

- A. Shopping for network infrastructure
- B. Shopping for a thin client
- C. Shopping for a PC operating system
- D. Shopping for a solution

Answer: B

QUESTION: 47

What is the most important aspect of a sales conversation throughout the sale cycle?

- A. Demonstrating active listening because it helps you identify their true needs
- B. Emphasizing HP's standard of quality because your customers need to know why to choose HP over the competition
- C. Focusing on what to say next because it makes you sound like you know what you are talking about
- D. performing a demo of the product because it shows you technically understand how it works

Answer: D

QUESTION: 48

Why are thin clients less costly to secure, maintain, and manage compared to PCs?

- A. Because they cost less to buy, yet they provide the same computing power as PCs
- B. because they generate less heat in the working environment
- C. because they include powerful solid state processors and disk drives that are quieter and easier to cool
- D. because the data and applications reside in the secured data center

Answer: A

QUESTION: 49

What is a key concept for selling HP thin clients?

- A. Sell on the HP legacy of unparalleled quality rather than comparing HP to its competitors.
- B. Build value in your services rather than on the product.
- C. Sometimes repurposing PCs is the best solution to get the customer into a client virtualization environment quickly.
- D. Use active listening to help you gain greater insight into your customer's challenges and to strengthen your relationship.

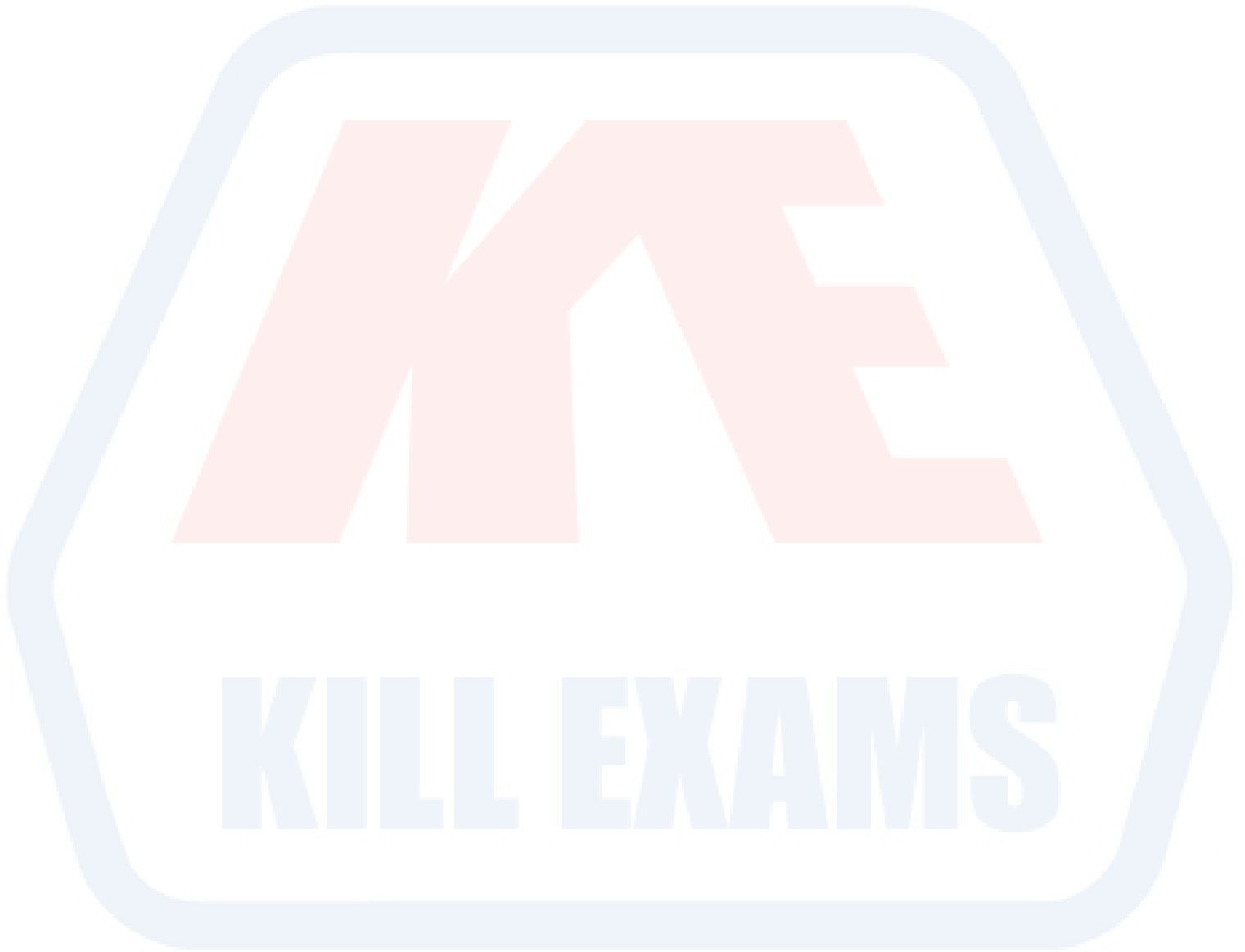
Answer: C

QUESTION: 50

Which of the following causes is the most likely explanation for why a customer would choose HP over a competitor?

- A. the HP sales representative showed a thorough understanding of the customer's needs and matched a solution to those needs
- B. the HP sales representative described the ways the competitors' products have failed in the past to remove confidence in those products.
- C. the HP sales representative focused on the ROI they have provided to other companies using HP virtualization technology.
- D. the HP sales representative explained how HP has far superior virtualization technology at the most cost effective prices.

Answer: B



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