HP

HP2-B62

HP Imaging and Printing Management and(R) Security Solutions - Sales

http://killexams.com/exam-detail/HP2-B62
QUESTION: 42
What is important for a successful customer workshop?

A. Close the sale at the end of the workshop.
B. Cover all the possible solutions you can sell.
C. Conduct a group session only with managers, because end users often reject change.
D. Conduct a group session with managers and end users and have a site tour.

Answer: B

QUESTION: 43
Your customer says, “I need to consolidate my number of devices.” What is an appropriate diagnostic question to ask this customer?

A. How are you automating color access?
B. How do you manage your printers on the networks?
C. How do you secure your workstations over the network?
D. What are the standard compliance regulations for your industry?

Answer: B

Reference:

QUESTION: 44
Which core solution should you suggest to a customer that wants to streamline supplies usage with supplies alerts?

A. HP Embedded Security
B. HP Embedded Print Management
C. HP Web Jetadmin
D. HP Universal Print Driver
QUESTION: 45
How can you verify that a solution addresses the customer’s pain points?

A. Follow-up individually with key contacts in the account.
B. Recommend multiple solutions that may overlap in functionality.
C. Offer only extended solutions.
D. Study publically available information.

Answer: A

Explanation:
Interview a selection of customers and prospects to find out what the issues are, how severe they are and how they describe them. Ask, “What are your pain points?” “What keeps you awake at night?” or “What problem, if made to go away, would most help you achieve your goals?”

QUESTION: 46
What is a key benefit of an extended security solution?

A. supplies management
B. complexity
C. flexibility
D. scalability

Answer: D

QUESTION: 47
What is the challenge for the core solution, HP Embedded Web Server?
A. It is typically not talked about soon enough in the sales cycle.
B. It is often not robust enough to scale to a large IT environment.
C. The cost often prohibits the purchase of this solution.
D. It does not integrate well in most customer networks.

Answer: A

Explanation:
HP Embedded Web Server is robust and can scale to a large IT environment because it is a web server and can be accessed through a browser. It doesn’t cost much because it is not sold separately. So the only logical answer is that it is not talked about soon enough in the sales cycle and that’s why customers don’t understand its potential.

QUESTION: 48
What is a key benefit of an extended print management solution?

A. security
B. user adoption
C. automation level
D. cost

Answer: C

Reference:

QUESTION: 49
What are the signs of a quick sales cycle? (Select three.)

A. The customer is quickly growing.
B. The customer needs detailed feature by feature comparisons.
C. The customer will send proposal to RFP.
D. The customer is very cost sensitive.
E. The customer has limited security implemented.
F. The customer is interested in duplex, or color access control.

Answer: A, C, F
QUESTION: 50
What is the main goal when presenting the results of your site visit and management workshop to the customer?

A. map customer pain points to solution benefits
B. close the sale by discussing payment options
C. identify the customer’s budget
D. meet with the end users to discuss what is working

Answer: A

Explanation:
After visiting the site and conducting management workshop, you will have a list of paint points because this was your goal when you visited the site and conducted a management workshop. Now you have to map pain points to solution benefits.
For More exams visit https://killexams.com/vendors-exam-list

Kill your exam at First Attempt....Guaranteed!