

IT 认证电子书



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Exam : HP2-H88

**Title : Selling HP Business
Personal Systems Hardware
2019**

Version : DEMO

1.How should you address customer concerns relative to price?

- A. by lowering the price with very little margin just secure the deal
- B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price
- C. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver
- D. by telling them their competitor has just bought some and they don't want to be left behind

Answer: C

Explanation:

Reference: <https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html>

2.Your customer shares with you that their previous devices were unable to handle demanding software, such as Autodesk® 3D Max®.

Which HP series should you offer?

- A. HP Z series
- B. HP Pro series
- C. HP Elite series
- D. HP Business series

Answer: A

Explanation:

Reference: https://www8.hp.com/hk/en/pdf/hp_autodesk_tcm_187_1531720.pdf

3.What is true about HP Sure Click?

- A. It isolates web content in a virtual machine, where malware cannot affect other tabs, applications, or the operating system.
- B. It helps IT departments develop and maintain policies for supported web browsers.
- C. It helps IT administrators deploy and maintain security settings across a fleet of PCs.
- D. It monitors keyboard clicks and adjusts the feel of the keys so that the user has a nice experience using the keyboard on an HP EliteBook.

Answer: B

Explanation:

Reference: <https://www8.hp.com/h20195/v2/getpdf.aspx/4AA7-2638ENW.pdf>

4.Your manufacturing customer is looking for a solution for their creative and finance teams that optimizes flexibility (hot desking). Members of these teams already have either HP ZBook 17 G5 Mobile Workstation or HP EliteBook x360 830 G6 Notebook PC.

What should you recommend to this customer?

- A. HP USB-C Mini Dock
- B. HP Thunderbolt Dock 230W G2 with combo cable
- C. HP Thunderbolt Dock 120W G2 with audio module
- D. HP Ultralim Docking Station

Answer: D

5.How does the experience age change the workplace as compared to the information age? (Choose three.)

- A. large open offices
- B. cubicle work environment
- C. smaller open offices
- D. more car parking for employees
- E. collaboration areas
- F. at-home workspace solutions
- G. fixed desks offices

Answer: CEF

Explanation:

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-4457EEGB.pdf>