

# IT 认证电子书



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**Exam** : **HP2-H40**

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

**Version** : **DEMO**

1.Which HP solution replaces the BIOS boot block if a virus corrupts the notebook?

- A. HP Device Manager
- B. HP Page Lift
- C. HP ProtectTools
- D. HP Sure Start

**Answer: D**

2.Which HP notebook range has the most aggressive price points?

- A. HP ZBook
- B. HP business notebooks
- C. HP ProBook
- D. HP EliteBook

**Answer: D**

3.If a customer is looking for a notebook that provides the right balance between business PC Matures and price points, which HP notebook should be recommended?

- A. HP ZBook
- B. HP EliteBook
- C. HP business notebooks
- D. HP ProBook

**Answer: D**

4.A customer needs a discreet personal computing device for their reception area. Which form factor should be recommended?

- A. small form factor (SFF)
- B. desktop mini (DM)
- C. ultra slim desktop (USDT)
- D. tower (TWE)

**Answer: C**

5.When selling the HP Elite x2 1011, what custom-fit tools/accessories can be cross-sold to the customer in order to maximize their mobile productivity? (Select two)

- A. mounting arms
- B. VESA optical drive and stand
- C. HP Advanced Wireless Dock n HP Mobility Advisory
- D. HP ElitePad Dongles
- E. HP Pro Tablet Active Pen

**Answer: C,D**