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練習問題

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1年間無料アップデート

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