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HP

Selling HP Enterprise Solutions

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Exam Name:	Selling HP Enterprise Solutions		
Exam Type:	HP	Exam Code:	HP2-E26
Certification	Accredited Sales Professional (ASP)	Total Questions:	63

Question: 1

What is a revenue-generating initiative that a company might undertake?

- A. Supply chain consolidation
- B. New product launch
- C. IT staff outsourcing
- D. Virtualization study

Answer: B

Question: 2

Performing a SWOT analysis will help you understand the customer perspective and positively affect the outcome of the HP solution. Which attributes are examined during a SWOT analysis?

- A. Services, workforce, outcomes, and tools
- B. Standards, workloads, operations, and technology
- C. Strengths, weaknesses, opportunities, and threats
- D. Servers, workstations, operating systems, and terminals

Answer: C

Question: 3

Which focus area represents an old business paradigm?

- A. Business outcome focus
- B. Focus on innovation
- C. Focus on shared it assets across the enterprise
- D. Operational focus

Answer: D

Question: 4

Which statement best describes stock market regulations, environmental requirements, and country policies?

- A. They are major contributors to an economic recession.
- B. They are business drivers that affect the current marketplace.
- C. They are internal factors that customers can monitor and control.
- D. They are primary considerations among systems administrators.

Answer: B

Question: 5

Stage Four of the HP Sales Cycle is the "Develop and propose the solution" stage. What is a key goal of this stage?

- A. Define final terms and conditions
- B. Confirm customer's budget and commitment
- C. Address customer requirements and show immediate roi
- D. Assess the opportunity in terms of workload and performance

Answer: C

Question: 6

Which task should you perform during Stage One of the HP Sales Cycle?



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