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QUESTION: 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

QUESTION: 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

QUESTION: 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

QUESTION: 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

Reference:

https://h20375.www2.hp.com/portal/site/publicpartner-portal/?page=General+Document+Display+Public+NA&javax.portlet.tpst=GeneralContentDisplayPortletPublicNA&javax.portlet.prp_GeneralContentDisplayPortletPublicNA_wsrp-navigationalState=r00ABXNyABFqYXZLnV0aWwuSGFzaE1hcAUH2sHDFmDRAwACRgAKbG9hZEXhY3RvckkACXRocmVzaG9sZHhwP0AAAAAAAAAAx3CAAAAABAAAAABdAADZG9jdXIAE1tMamF2YS5sYW5nLlN0cmZut0lbn6R17RwIAAHwAAAAAXQABzEyNjkwNDd4&javax.portlet.begCacheTok=com.vignette.cachetoken&javax.portlet.endCacheTok=com.vignette.cachetoken

QUESTION: 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

QUESTION: 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

Reference:

<http://h20384.www2.hp.com/serverstorage/us/en/solutions/midsize-business-center.html>

QUESTION: 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

Reference:

http://www.hoovers.com/company/HP_Personal_Systems_Group/rckfxif-1.html

QUESTION: 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

Reference:



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