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QUESTION: 1
Which Intel processor type should you recommend for an HP MultiSeat host PC that supports six to ten access devices, each running high-processing-demand applications such as multimedia?

A. Core 2 Duo
B. Core 2 Quad
C. Core i7
D. Xeon processor 5600 series

Answer: D

QUESTION: 2
Which benefit is specific to the Academic Edition of the HP MultiSeat Computing Solution? (Select two.)

A. Intel Xeon based host PC
B. Ethernet connection from the access devices to the host PC for greater distance
C. licensing support through Microsoft Volume Licensing
D. support for up to 24 access devices
E. support for access devices running Windows 7 only

Answer: B, E

QUESTION: 3
Which type of key sales information for the HP MultiSeat Computing Solution do these features represent?
Reduces environmental impact
Has the potential to double computing seats with the same budget
Requires no special IT knowledge
Contains software completely licensed and supported by HP

A. competitive advantages
B. silver bullets
C. opportunity indicators
D. key features

Answer: C

QUESTION: 4
What is a unique competitive advantage of the HP MultiSeat Computing Solution?

A. power delivery to the access devices by the MultiSeat host PC
B. solution based on the unique features of the HP BladeSystem c-Class
C. access devices that have no processor, memory, or moving parts
D. complete end-to-end solution that includes the hardware, software, licenses, and support

Answer: D

QUESTION: 5
The following question is an example of which type of sales question?
"How does this solution enable you to support your techincal requirements for managing school district business?"

A. elevator pitch
B. discovery
C. Assessment
D. presentation

Answer: A

QUESTION: 6
What are the customer benefits of the HP MultiSeat Computing Solution? (Select three.)

A. enterprise-level data security
B. twice the number of seat for the same budget
C. low power consumption thin clients powered by the host PC
D. familiar Microsoft Windows environment
E. up to 50 users per solution
F. ability to leverage excess computing capacity of PCs

Answer: B, D, F

QUESTION: 7
Asking open- and closed-ended questions to establish the business value for solving a customer's problem is part of which step in an effective sales interview?

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