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QUESTION: 1
Your customer has decided to install the HP All-in-One Point of Sale solution and wants to install one optional Solid State Drive (SSD). How many GBs is the customer able to select?

A. 32GB
B. 64GB
C. 128GB
D. 256GB

Answer: B

Reference:
http://h18000.www1.hp.com/products/quickspecs/13540_na/13540_na.PDF

QUESTION: 2
Which USB feature does HP offer customers to help them secure their Retail Point of Sale system?

A. an optional lockable cover
B. plugs with cable lock
C. hidden inside of unit
D. de-activate via HP BIOS

Answer: A

Reference:
http://www.hp.com/sbso/solutions/pc_expertise/pos/hp-retail-hardening.pdf(page 5)

QUESTION: 3
What should you tell a customer to best promote the HP ap5000 Point of Sale system?

A. It is a compact system that offers flexibility and style. B. It is a modular and affordable Point of Sale terminal. C. It is a system powerful enough to run your business.
D. It is a system specifically designed to meet all retail needs.

Answer: A

Reference:
http://h20195.www2.hp.com/v2/GetPDF.aspx/c01978905.pdf(page1)

QUESTION: 4
Your customer has stated a preference for an all-in-one solution. Which HP POS product should you recommend?

A. rp5000
B. rp5700
C. ap5700
D. ap5000

Answer: D

Reference:
http://h10010.www1.hp.com/wwpc/us/en/sm/WF05a/12454-12454-359465-338958-359467-4093101.html?jumpid=ex_r2515_go/ap5000/kimsmb/011210

QUESTION: 5
You are meeting with a customer and are describing an HP Point of Sale system as "optimal for a range of retailers, easily integrated with existing systems and designed to adopt new technology." Which HP Point of Sale system are you describing?

A. ap5000
B. rp5000
C. ap5700
D. rp5700

Answer: A

Reference:
http://h20195.www2.hp.com/v2/GetPDF.aspx/c01978905.pdf(page 1 - first paragraph)

QUESTION: 6
On which message should you focus when your customer asks you why they should buy HP- branded peripherals?

A. simpler installation with HP Point of Sale products
B. standard HP warranty that can reduce Total Cost of Ownership (TCO)
C. longer lifecycle due to improved reliability
D. easy ordering process and available financing

Answer: B

QUESTION: 7
Which touch screen monitor size is offered as an option for HP Point of Sale systems?

A. 11 inch diagonal
B. 13 inch diagonal
C. 15 inch diagonal
D. 17 inch diagonal

Answer: C

Reference:
http://www.semicron.com/pc-products.html

QUESTION: 8
What must retailers do since they can no longer compete exclusively on price?

A. enhance CRM systems
B. expand inventory
C. improve shelf placement plan
D. expand advertising media

Answer: A

QUESTION: 9
Your customer wants to buy one POS product that can be used in the store, the back office, or in a kiosk. Which HP POS product should you recommend to this customer?

A. ap5800
B. ap5700
C. rp5700
D. rp5000

Answer: D

Reference:
http://www.pixelmuncher.com/flash/HP/hp_RP5000_3040.swf?width=760&height=420

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