



# HP2-E27

**HP**

*HP Partner Fundamentals 2010*

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**QUESTION: 1**

Which HP business unit had the highest percentage of revenue growth in fiscal year 2008?

- A. Software
- B. Services
- C. Personal Systems Group (PSG)
- D. Enterprise Storage and Servers (ESS)
- E. Imaging and Printing Group

**Answer: B**

**QUESTION: 2**

How much did HP Software grow their revenue by in fiscal year 2008?

- A. 10%
- B. 15%
- C. 20%
- D. 30%

**Answer: C**

**QUESTION: 3**

By how much did HP Imaging and Printing Group (IPG) grow their revenues in fiscal year 2008?

- A. 1%
- B. 3%
- C. 5%
- D. 8%
- E. 10%

**Answer: B**

**QUESTION: 4**

In which ways can HP Finance help customers? (Select two.)

- A. offer larger discounts
- B. move costs to an operating expense category instead of capital expenses
- C. provide programs to help partners accelerate sales
- D. provide flexible payment structures

**Answer:** B,D

**QUESTION: 5**

What is the easiest route to find the details for HP training and certification courses and learning events?

- A. email an HP sales representative
- B. telephone HP support
- C. contact your manager
- D. use Train & Certify on the HP Partner/Smart Portal

**Answer:** D

**QUESTION: 6**

Which phrase best describes the HP Certified Professional Program?

- A. an academic awards system
- B. a series of one-off training events
- C. a continuous learning program
- D. an on-line, worldwide, presales community

**Answer:** A

**QUESTION: 7**

What can you access on the HP Partner or Smart Portal in the "Train & Certify" section? (Select four.)

- A. sales discounts and promotions
- B. authorized training center locations
- C. access to instructor led courses
- D. information on marketing programs

- E. recover previous learning history
- F. new announcements and local training initiatives

**Answer:** B,C,E,F

**QUESTION: 8**

Which benefits do partners who employ HP Certified Professionals achieve?  
(Select three.)

- A. increased awards
- B. greater customer satisfaction and loyalty
- C. improved ratios in winning deals
- D. reduced sales cycles
- E. more marketing support

**Answer:** B,C,D

**QUESTION: 9**

Where is the one place where you can find all your details and achievements for the training and certification activities you have completed?

- A. HP Partner Support web site
- B. your transcript in the HP Partner/Smart Portal
- C. your Human Resources department or web site
- D. your Partner Business Manager

**Answer:** B

**QUESTION: 10**

Which focus areas are part of HP certification? (Select three.)

- A. management and optimization
- B. hardware support
- C. systems integration
- D. marketing
- E. sales
- F. finance

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