HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

Which statement is true about the appropriate type of sales motion to use with HP customers?

A. Transactional is best in every sale of HP solutions and products.

B. Consultative is best in every sale of HP solutions and products.

C. The sales motion should depend on the relationship with the customer and the type of solution.

D. The sales motion should depend on the customer\'s stage in the Just Right IT (JRIT) maturity model.

Correct Answer: C

QUESTION 2

Which type of influencer wants proof of performance and is concerned with competitive advantages for the business?

A. The economic buyer

B. The technical buyer

C. The user

D. The coach

Correct Answer: A

QUESTION 3

Which family of HP network switches, routers, and hubs is engineered specifically for the small and medium business market?

A. HP OfficeConnect

B. HP Elite series

C. HP Pro series

D. HP Enterprise

Correct Answer: A

QUESTION 4

Your customer is a medical clinic that is acquiring real estate for a second location. The customer is in which Just Right IT (JRIT) stage of growth?

A. Business expansion

B. Building momentum

C. Starting out

D. Starting to grow

Correct Answer: B

QUESTION 5

Your customer is in the building momentum stage of the Just Right IT (JRIT) maturity model and has multiple remote and branch offices. Which HP line of servers would likely fit best into their infrastructure?

A. HP ProLiant tower servers

B. HP ProLiant client servers

C. HP ProLiant Micro Servers

D. HP ProLiant rack servers

Correct Answer: A

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