



# HP2-E59<sup>Q&As</sup>

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

Which customer types represent businesses that could be in a horizontal market sector?

- A. A regional bank and a healthcare clinic
- B. A discount food store and a supermarket
- C. A regional hospital and a healthcare clinic
- D. A regional bank and an international bank

Correct Answer: B

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#### QUESTION 2

Which business issue is connected to the proliferation of personal devices on the company network?

- A. Security
- B. Space
- C. Complexity
- D. Analysis

Correct Answer: A

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#### QUESTION 3

What is the minimum/basic level of HP support recommended for HP servers?

- A. HP Proactive Select
- B. HP Proactive Care
- C. HP Datacenter Care
- D. HP Collaborative Support

Correct Answer: B

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#### QUESTION 4

You have a small customer who does not have a comms cabinet and the network switch will be installed under a desk in the office. Which feature of the HP 1410 series switches would appeal to this customer?

- A. Fanless cooling for silent operation



- B. Embedded encryption and firewall features
- C. Easy management
- D. Purpose built for HP ProLiant MicroServers

Correct Answer: A

**QUESTION 5**

Match the description to the type of sales engagement (transactional or consultative)

Hot Area:

Customer knows what they want.

<input type="text"/>	▼
Transactional	
Consultative	

There is a greater reliance on online and telesales.

<input type="text"/>	▼
Transactional	
Consultative	

The salesperson is seen as a trusted advisor.

<input type="text"/>	▼
Transactional	
Consultative	

Sales tend to be large and infrequent.

<input type="text"/>	▼
Transactional	
Consultative	

Correct Answer:



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 Transactional  
 Consultative

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