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QUESTION 1

What is a benefit of selling HP value rather than specifications\?

- A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits for their organization.
- B. It ensures customers are able to realistically compare product features and determine the fastest products for their organization.
- C. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.
- D. It moves the conversation from price and product features and enables the customer to recognize the tangible value of the solution in the context of their business needs.

Correct Answer: D

QUESTION 2

If your customer is looking to remotely configure, monitor, restore, and customize BIOS. What should you recommend?

- A. HP ProtectTools
- B. HP Device Manager
- C. HP Sure Start
- D. HP BIOSphere

Correct Answer: A

QUESTION 3

If a customer is looking to print only mono pages, what should you recommend\?

- A. an HP LaserJet printer
- B. an HP MFP flow device
- C. an HP DesignJet printer
- D. an HP OfficeJet Printer

Correct Answer: A

QUESTION 4

What can you find at MyHPSalesGuide.com? (Select three.)



- A. product specifications
- B. cashback guides
- C. support phone numbers
- D. supplies and accessories
- E. training exams
- F. specific pricing
- G. product selection help

Correct Answer: ADG

QUESTION 5

Which serviceability benefit does the HP 800 series offer?

- A. a replacement device within two days
- B. remote servicing support
- C. EasyAccess door
- D. a two-hour, onsite visit

Correct Answer: C

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