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QUESTION 1

Which HP series supports HP Sure Start?

- A. HP 200 series Notebook PCs
- B. HP Pro 400 series Desktop PCs
- C. HP EliteBook Notebook PCs
- D. HP Chromebook

Correct Answer: B

Reference: <https://www8.hp.com/us/en/pro-family/probook-470-450-440-430.html>

QUESTION 2

How can you help your worldwide corporate and enterprise customers with stable, consistent images and managed lifecycle transitions?

- A. Offer a product with global series support.
- B. Offer a contract for after care.
- C. Offer a product with a Care Pack.
- D. Offer installation and recycle services.

Correct Answer: A

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-5400EEAP.pdf>

QUESTION 3

How should you address customer concerns relative to price?

- A. by lowering the price with very little margin just secure the deal
- B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price
- C. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver
- D. by telling them their competitor has just bought some and they don't want to be left behind

Correct Answer: C

Reference: <https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html>

QUESTION 4

Why is the HP EliteBook 840 G5 Healthcare Edition Notebook PC a good fit for a hospital?

- A. It has the same durability as the standard HP EliteBook 840 G5 Notebook PC to withstand accidental drops or spills, but it can also be sanitized.
- B. It is ultra-lightweight and has a detachable keyboard, thus making it easy for doctors to carry around.
- C. It is white to match the hospital aesthetics and can be cleaned with bleach.
- D. It has the same collaboration standards as the standard HP EliteBook 840 G5 Notebook PC, but has extra security for patient records.

Correct Answer: D

Reference: <http://h20195.www2.hp.com/v2/getpdf.aspx/4AA7-2103ENUC.pdf>

QUESTION 5

What does HP offer to customers looking to blend the virtual and physical worlds?

- A. HP Omen fanny pack
- B. HP Multi Jet Fusion 3D Printer
- C. HP Virtual Reality solutions
- D. HP Z8 G4 Workstation

Correct Answer: B

Reference: <https://www.itbusiness.ca/news/how-hp-will-bridge-the-digital-and-physical-worlds-withblended-reality/54458>

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