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練習題

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Exam : HP2-E33

**Title : Selling HP Converged
Infrastructure Solutions**

Version : Demo

1.By up to which percentage can HP BladeSystem Matrix reduce the total cost of ownership?

- A. 26%
- B. 36%
- C. 56%
- D. 76%

Answer: D

2.What is the best way to establish yourself as a trusted advisor to your customers.?

- A. Deliver products and services that meet customer expectations.
- B. Demonstrate working proofs of concepts for each solution.
- C. Help the customer devise metrics to measure their performance.
- D. Speak strategically to their business challenges.

Answer: D

3.How does the focus of sales discussions changes as you become a consultative salesperson?

- A. The price of products and services becomes more important.
- B. Product features become more important.
- C. You sell fewer products and more services.
- D. You focus on delivering quantifiable business value.

Answer: D

4.According to IDC estimates, discrete purchasing activities in the area of networking, storage and servers will start combining into a new Converged Infrastructure category. What is the estimated value that this new category will reach by 2012?

- A. \$20 billion USD
- B. \$25 billion USD
- C. \$30 billion USD
- D. \$35 billion USD

Answer: D

5.Which problem do companies experience most often as a result of having virtualized systems?

- A. workload distribution control
- B. decreased hardware performance
- C. bottlenecks on virtual machines
- D. virtual sprawl

Answer: A,C,D