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Exam : **HP2-H30**

Title : Sales Essentials of HP Workstations

Version : DEMO

1.Which feature is an advantage of HP Z420 workstations over Dell Precision T3610, Lenovo ThinkStation S30, and Fujitzu Celsius M730?
A.Energy Star qualification
B.ISV certification
C.liquid cooling option
D.IPS Gen 2
Answer: C
Reference:http://h20331.www2.hp.com/Hpsub/downloads/Liquid_Cooling_HP_Z420_Z820_Workstations.pdf

2.Which HP ZBook mobile workstation is tested to MIL-STD 810G Standards?
A.HP Zbokk 14 and 17 mobile workstations
B.HP ZBook 15 mobile workstation
C.HP ZBook 17 mobile workstation
D.HP ZBook 14 mobile workstation
Answer: C
Reference:http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStoreSite/en_US/-/USD/ViewProductDetailStart?ProductUUID=uGAQ7EN5FuMAAAFBvtZsVdo8&CatalogCategoryID=
http://h18000.www1.hp.com/products/quickspecs/14723_div/14723_div.PDF

3.Which type of user is always a good candidate for an HP 2 display?
A.anyone who already has an HP workstation
B.people in market segments where security is priority
C.people who use document management systems
D.mobile users who need displays for docking stations
Answer: D

4.Which HP Z family workstation series is ideal as an entry-level workstation to upsell from a desktop PC?
A.HP Z620 workstation
B.HP Z820 workstation
C.HP Z420 workstation
D.HP Z230 workstation
Answer: D
Reference:http://www.techweekeurope.co.uk/news/hp-updates-its-desktop-workstation-range126558(see horsepower)

5.Which costs influence workstation customers the most?
A.maintenance costs of development tools
B.purchase costs of tools and support equipment
C.opportunity costs of retail or office floor space
D.productivity costs of highly-compensated personnel
Answer: D

6.Which upgrade is best for a desktop-workstation customer who needs greater operating data integrity?

A.display
B.memory
C.optical disk
D.processor
Answer: C
Reference:http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/en/sm/workstations/xw4300faq.html(What is ECC memory? Why is ECC memory important?)

7.Which feature of HP ZBook mobile workstations provides the benefit of high performance graphics?
A.HP Performance Advisor
B.Next level AMD Processors
C.fourth generation Intel Core i7 processors
D.ISV certifications
Answer: C
Reference:http://www.augi.com/library/sponsor-spotlight-new-hp-zbook-portfolio-for-augihotnews(3rd para)

8.If your customer is a small firm of nuclear engineers who design cooling systems for nuclear reactors, which factor indicates the right choices for their new desktop computers?
A.chassis form factor
B.the numbers of new computers they want
C.the need for network security
D.the types of applications they use
Answer: D

9.Which feature of HP Z displays enables users to view standard colors that are the same on all devices?
A.sRGB and Adobe RGB color accuracy
B.IPS Gen 2
C.TCO Certified Edge
D.Displays Port 1.2
Answer: A
Reference:http://www8.hp.com/us/en/campaigns/workstations/dreamcolor-displays.html

10.Which feature is part of the HP Z420 value proposition?
A.most powerful single-processor HP workstation
B.support for single or dual socket processor configurations
C.industry's most expandable chassis
D.smallest form factor of HP workstations
Answer: A
Reference:http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStoreSite/en_US/-/USD/ViewStandardCatalogBrowse?CatalogCategoryID=XkYQ7habYJkAAAFC.HEtkXzB&jumpid=re_r11260_shop_atlas_psg _wscpm_z420_products_preconfig/shopnow_z420(check processor and the number of processors)