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Exam : **HP2-H35**

Title : Sales Essentials of HP Workstations

Version : Demo

1.Which factors most often dictate the end user's display needs? (Select three.)
A. Market
B. Computing system
C. Ergonomics g workflow g industry
D. Network capabilities
Answer: A,B,D

2.What does HP's commitment to delivering better performance and innovation help you to do?
A. Sell against the competition by beating their price.
B. Select the best HP EliteBook to meet the customer's needs.
C. Offer deep volume discounts.
D. Communicate values other than price.
Answer: C
Explanation:
Reference: http://www8.hp.com/us/en/pdf/hp_csr_full_hi_tcm_245_1357664.pdf

3.Which qualities are the focus when moving from HP EliteDesk computers to HP workstations?
A. Security, form factor, and ergonomics
B. Durability, configurability, and extendibility
C. Reliability, performance, and expandability
D. Footprint, efficiency, and power
Answer: C
Explanation:
Reference: http://www8.hp.com/ca/en/products/desktops/product-detail.html?oid=5387466

4.Which industries are strong candidates for HP workstations? (Select two.)
A. Oil and gas
B. Digital media and entertainment
C. Retail floor sales
D. Office administration Q internet sales
Answer: B,D

5.What message is key to the value of HP workstations?
A. Top of the line performance at a cost below the competition's entry level system
B. Thunderbolt 2 technology included with every HP Z workstation
C. Optional solutions, such as HP Performance Advisor and HP Sure Start
D. Performance, innovation, reliability, and expandability beyond desktop computers
Answer: D
Explanation:
Reference: http://www8.hp.com/h20195/v2/GetPDF.aspx%2F4AA1-2707ENW.pdf