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QUESTION 1

For which reason is the lack of portability a significant advantage for desktop PCs?

- A. high performance
- B. security
- C. low TCO
- D. Flexibility

Correct Answer: A

QUESTION 2

Why is color important to your customer? (Select two.)

- A. It is cheaper than mono printing.
- B. It uses less power than mono printing.
- C. It increases readership by 75%.
- D. It means they can use the universal print driver to its full potential.
- E. It gives businesses a competitive edge

Correct Answer: BE

QUESTION 3

What helps HP achieve best-in-class reliability?

- A. resellers giving HP feedback on how reliable their printers are
- B. using expensive premium and exotic materials
- C. using the HP Total Test process
- D. allowing millions of customers to test HP printers when they buy them

Correct Answer: B

QUESTION 4

Within a company, what does a typical user want from a mobile device? (Select two.)

- A. easy to centrally manage



- B. sleek and thin design
- C. global availability
- D. latest technology
- E. easy deployment
- F. cheap purchasing price

Correct Answer: BD

QUESTION 5

How can you change the nature of your conversation with your customers to successfully sell HP products?

- A. Demonstrate the financial and IT value that customers will obtain from HP
- B. Demonstrate the longer product lifecycle and finance options
- C. Base your conversation on price.
- D. Base your conversation around Big Deals.

Correct Answer: A

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