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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 device7 (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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