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QUESTION 1

What are small and midmarket companies less likely to have on their websites than enterprise companies?

- A. an annual report for the shareholders
- B. details about the company's products and services
- C. company news
- D. a distinctive brand

Correct Answer: A

QUESTION 2

Connecting is one of the IT enabled activities within the HP Just Right IT program. Which statement best describes Just Right IT connecting?

- A. managing important files, information, and data in a manner that is secure and easy to manage
- B. linking networking solutions to boost productivity and customer management
- C. making amazing things - whether it's a product, a service or a marketing piece - with the most appropriate tools for the job
- D. looking like a pro with digital imaging as well as capturing data found in print pieces

Correct Answer: C

QUESTION 3

Which question is an example of a server qualification question?

- A. Are there specific tasks that require more bandwidth than others, causing communication delays?
- B. Do you mirror or need to mirror data?
- C. Do you have a backup scenario in place?
- D. How many applications are on your servers?

Correct Answer: D

QUESTION 4

In response to business growth, some companies add new IT hardware without having a clear IT strategy or plan to keep up with that growth. What is this IT trend called?



- A. cloud computing
- B. consolidation
- C. sprawl
- D. business protection

Correct Answer: C

QUESTION 5

Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

- A. Understanding the Customer Environment
- B. Closing the Deal
- C. Generating a Customer Offer
- D. Qualifying the Opportunity

Correct Answer: D

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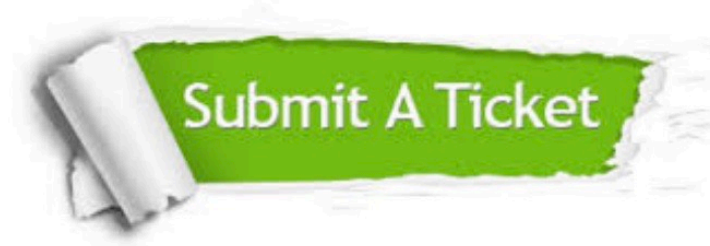
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