

HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

What is the difference between computer memory and computer storage?

A. Computer memory is the storage hierarchy; computer storage is a subset of the computer memory.

B. Computer memory handles data from input devices; computer storage handles data from output devices.

C. Computer memory is the fast, volatile data-retention technologies; computer storage is the slower, permanent data-retention technologies.

D. Computer memory includes the arithmetic unit of the CPU; computer storage includes the control unit of the CPU.

Correct Answer: C

QUESTION 2

Which top IT trend for small and medium business is addressed with solutions that help avoid IT silos and the need for IT specialists?

- A. IT variety and choice
- B. Security with the ability to secure assets and data
- C. Simplicity of IT infrastructure and tight integration
- D. Scalability
- Correct Answer: C

QUESTION 3

Which HP series of network switches is unmanaged?

- A. HP 1400-series switches
- B. HP 1800-series switches
- C. HP 1900-senes switches
- D. HP 2500-series switches

Correct Answer: A

QUESTION 4

What is single pane of glass management?

A. Management of all monitors on the network at the same time



- B. Complete set of security solutions that address sophisticated security threats
- C. Unified communication between wired and wireless connections
- D. Single-point network management with visibility across entire networks

Correct Answer: A

QUESTION 5

Your customer has purchased an HP Simply StoreIT solution. What should you do next?

- A. Ask clarifying questions.
- B. Identify new opportunities.
- C. Show how the solution addresses the customer\\'s needs.
- D. Address potential objections.
- Correct Answer: B

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