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Selling HP Client Virtualization Solutions

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QUESTION 1

What is a key concept for selling HP thin clients?

A. HP Flexible thin clients are always the best fit to customers in the healthcare industry.

B. Always ask questions that the customer can answer with a yes or a no.

C. Create and use discovery and assessment questions to see how ready your customer is to buy thin clients.

D. Present your sales pitch, and then ask for questions or comments at the end of your speech.

Correct Answer: C

QUESTION 2

What is repurposed PC software?

A. Software taken from a traditional PC and installed on a virtual server

B. Software taken from a retiring computer and installed on a new computer

C. A method of converting a traditional PC into a virtual application server

D. A method of converting a traditional PC to have some attributes of a thin client

Correct Answer: D

QUESTION 3

Which type of processors are available in HP t620 and t620 Plus flexible thin clients?

A. NvidiaTegra

B. Samsung Exynos

C. Dual core or quad core

D. Eight core or sixteen core

Correct Answer: C

QUESTION 4

What is a thin client?

A. a thin Ultrabook connected to the network

B. a traditional PC with smaller and thinner physical form

C. a device with minimal connectivity to connect to Internet

D. an access appliance (to virtual client) with no moving parts and no local storage

Correct Answer: C

QUESTION 5

Which indicator will help you to recommend the correct choice of thin clients?

A. CPU performance requirements

B. Maturity in the market place

C. Concern about environmental impact

D. New in the decision process

Correct Answer: C

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