



# HP2-H37<sup>Q&As</sup>

Selling HP Client Virtualization Solutions

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#### QUESTION 1

Which use case is a primary use case for an HP flexible thin client?

- A. University student
- B. Video editing workstation
- C. Print server
- D. Digital signage

Correct Answer: C

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#### QUESTION 2

What is the most important aspect of a sales conversation throughout the sale cycle?

- A. Demonstrating active listening because it helps you identify their true needs
- B. Emphasizing HP's standard of quality because your customers need to know why to choose HP over the competition
- C. Focusing on what to say next because it makes you sound like you know what you are talking about
- D. performing a demo of the product because it shows you technically understands how it works

Correct Answer: D

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#### QUESTION 3

What does virtualization mean?

- A. the act of allocating server resources to create a non-physical desktop environment
- B. the act of isolating various applications within an operating system to enable virtual security
- C. the act of creating additional threads in an application to improve computer processing speed
- D. the act of speeding up computer processing through overclocking

Correct Answer: D

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#### QUESTION 4

What is a benefit of virtualized clients that is important to end-users?

- A. Simplified management



- B. Lower costs
- C. Fast, PC-like performance
- D. Unprecedented data security

Correct Answer: C

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#### QUESTION 5

If a customer has already chosen a client-virtualization software supplier, what should you find out?

- A. Whether they have chosen VMware, Microsoft, or Citrix
- B. Whether they have chosen Microsoft, Sun Microsystems, or Linux
- C. Whether they have chosen PCs, thin clients, or mobile clients
- D. Whether they have chosen Apple Adobe or VMware

Correct Answer: C

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