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QUESTION 1

How much does HP Sure Sense cost?

- A. HP charges \$10 per license.
- B. There is no additional cost.
- C. HP charges up to \$5 per license, depending on volume.
- D. It is free if you register online within 30 days.

Correct Answer: B

QUESTION 2

Which opening question should you ask a manufacturing customer to discover an opportunity?

- A. Do you require durable, reliable PCs that keep production running and can withstand harsh factory environments of dust and debris?
- B. What avenues are you considering to better your businesses reputation? Would you be interested in the latest and greatest devices?
- C. Did you know HP is number one in the world for selling PC and printers?
- D. Are you looking for the HP EliteBook 800/705 G6 series, which are devices powered for business and designed for life?

Correct Answer: A

QUESTION 3

Your customer spends 40% of time at the office and is looking for a way to quickly connect to existing external monitors. Which accessory would be most useful to add to their HP EliteBook?

- A. HP Hot Desk Stand
- B. HP Docks
- C. HP Wireless Keyboard and Mouse
- D. HPShareboard

Correct Answer: B

QUESTION 4

A. It has the same collaboration standards as the standard HP EliteBook 840 G5 Notebook PC. but has extra security



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for patient records.

- B. It has the same durability as the standard HP EliteBook 840 G6 Notebook PC to withstand accidental drops or spills, but It can also be sanitized.
- C. It is white to match the hospital aesthetics and can be cleaned with bleach.
- D. It is ultra-lightweight and has a detachable keyboard, thus making It easy for doctors to carry around.

Correct Answer: B

http://h20195.www2.hp.com/v2/getpdf.aspx/4AA7-2103ENUC.pdf

QUESTION 5

What does the HP Secure Erase do?

- A. It updates and maintains software and security settings across a fleet of PCs and HP Enterprise printers.
- B. It quickly and effectively removes any malware from HP-protected personal systems and printer devices.
- C. It helps with real-time malware protection using deep neural nets, including zero-day attacks.
- D. It permanently destroys sensitive information from hard drives and solid-state drives, so it can never be recovered or compromised.

Correct Answer: D

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