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Exam : **HP2-E31**

Title : Selling HP Enterprise Solutions

Version : Demo

1.What is HP CI-MM Express?
A. It provides an assessment of the customer's current "as is" IT environment before proposing a converged infrastructure evolution path.
B. It is a service designed to evaluate capacity across the server and storage estate.
C. It is a service to help customers implement "cloud computing."
D. It is a converged infrastructure measurement methodology that enables customers to predict future server capacity requirements.
Answer: A

2.Which type of costs can HP Insight Manager typically reduce by at least 29%?
A. procurement
B. administration
C. server
D. floor space
Answer: B

3.Which statements are true when describing the HP Converged Infrastructure? (Select two.)
A. Payback can be achieved in less than one year.
B. IT resources can be reduced by 50%.
C. IT services provisioning can be reduced from approximately one month to as little as two hours
D. Customers can achieve 95% equipment consolidation
E. Customers can achieve 95% cost savings.
Answer: A,C

4.What are the characteristics of an HP converged infrastructure?
A. Virtualized.Resilient. Orchestrated. Optimized, and Modular
B. Virtualized.Resilient. Orchestrated. Ongoing, and Modular
C. Virtualized.Robust. Orchestrated, Optimized, and Modular
D. Virtualized.Robust. Orchestrated, Optimized, and Managed
Answer: A

5.What are the benefits of pooling and sharing resources in a Converged Infrastructure? (Select two.)
A. IT can charge the business more accurately.
B. All users can access the same "Storage Area Network" (SAN) which reduces the time it takes to launch new services.
C. IT can quickly reallocate resources to match the changing performance and capacity needs of different applications.
D. IT can respond more quickly to business changes and requests for new services can be dealt with in weeks not months
E. IT resources do not need to be involved in any aspect of service provisioning.
Answer: C,D

6.Why it is so important to ask"Probing" questions in a sales situation? (Select two.)
A. The help to assess if the customer has a genuine requirement and is likely to invest.

B. They help to uncover or create the customers business needs.
C. They help to determine the customer's view of the competition.
D. They help in understanding the customer's problems or challenges and the associated implications.
E. They help toarrive at the most accurate pricing structure for the project.
Answer: B,D

7.Why is it important to ask an Attitude question at the end of a sales meeting? (Select two.)
A. to establish the decision date, decision making criteria and basis of decision
B. to be polite
C. to establish the customer's real views about your proposals
D. to inquire as to how someone else in the organization might view the proposals
E. to eliminate the competition from the sales opportunity
Answer: C,D

8.At the end of a customer meeting it is important to establish the next actions and seek agreement from the customer on their actions. Which type of question should you ask at the end of the meeting?
A. Confirmation
B. Commitment
C. New Information
D. Conclusive
Answer: B

9.The opening stages of a customer meeting are critical to the overall success of the meeting. What should you always agree on at the beginning of each customer sales meeting? (Select two.)
A. the duration and agenda
B. the next action and the owner
C. the customer's objectives for the meeting
D. date for next meeting
E. the project timescales and budget
Answer: A,C

10.Traditionally IT departments have spent which percentage of their budget on operations and which percentage on innovation?
A. 60% operations and 40% innovation
B. 50% operations and 50% innovation
C. 70% operations and 30% innovation
D. 40% operations and 60% innovation
Answer: C