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Exam : **HP2-H18**

Title : Selling HP Retail Point of Sale Solutions

Version : Demo

1.Your customer has decided to install the HP All-in-One Point of Sale solution and wants to install one optional Solid State Drive (SSD). How many GBs is the customer able to select?
A. 32GB
B. 64GB
C. 128GB
D. 256GB
Answer: B

2.Which USB feature does HP offer customers to help them secure their Retail Point of Sale system.?
A. an optional lockable cover
B. plugs with cable lock
C. hidden inside of unit
D. de-activate via HP BIOS
Answer: A

3.What should you tell a customer to best promote the HP ap5000 Point of Sale system?
A. It is a compact system that offers flexibility and style.
B. It is a modular and affordable Point of Sale terminal.
C. It is a system powerful enough to run your business.
D. It is a system specifically designed to meet all retail needs.
Answer: A

4.Your customer has stated a p
Reference for an all-in-one solution.
Which HP POS product should you recommend?
A. rp5000
B. rp5700
C. ap5700
D. ap5000
Answer: D

5.You are meeting with a customer and are describing an HP Point of Sale system as "optimal for a range of retailers, easily integrated with existing systems and designed to adopt new technology." Which HP Point of Sale system are you describing?
A. ap5000
B. rp5000
C. ap5700
D. rp5700
Answer: A

6.On which message should you focus when your customer asks you why they should buy HP-branded peripherals?
A. simpler installation with HP Point of Sale products
B. standard HP warranty that can reduce Total Cost of Ownership (TCO)

C. longer lifecycle due to improved reliability
D. easy ordering process and available financing
Answer: B

7.Which touch screen monitor size is offered as an option for HP Point of Sale systems?
A. 11 inch diagonal
B. 13 inch diagonal
C. 15 inch diagonal
D. 17 inch diagonal
Answer: C

8.What must retailers do since they can no longer compete exclusively on price?
A. enhance CRM systems
B. expand inventory
C. improve shelf placement plan
D. expand advertising media
Answer: A

9.Your customer wants to buy one POS product that can be used in the store, the back office, or in a kiosk. Which HP POS product should you recommend to this customer?
A. ap5800
B. ap5700
C. rp5700
D. rp5000
Answer: D

10.Which feature has been added to the HP rp5800 that was not previously available on the HP rp5700?
A. magnetic stripe reader
B. 10" customer facing display
C. optional orientation of rp5800
D. support for digital signage
Answer: D