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Exam : **HP2-H35**

Title : Sales Essentials of HP
Workstations

Version : Demo

1.Which factors most often dictate the end user's display needs? (Select three.)

- A. Market
- B. Computing system
- C. Ergonomics g workflow g industry
- D. Network capabilities

Answer: A,B,D

2.What does HP's commitment to delivering better performance and innovation help you to do?

- A. Sell against the competition by beating their price.
- B. Select the best HP EliteBook to meet the customer's needs.
- C. Offer deep volume discounts.
- D. Communicate values other than price.

Answer: C

Explanation:

Reference: http://www8.hp.com/us/en/pdf/hp_csr_full_hi_tcm_245_1357664.pdf

3.Which qualities are the focus when moving from HP EliteDesk computers to HP workstations?

- A. Security, form factor, and ergonomics
- B. Durability, configurability, and extendibility
- C. Reliability, performance, and expandability
- D. Footprint, efficiency, and power

Answer: C

Explanation:

Reference: <http://www8.hp.com/ca/en/products/desktops/product-detail.html?oid=5387466>

4.Which industries are strong candidates for HP workstations? (Select two.)

- A. Oil and gas
- B. Digital media and entertainment
- C. Retail floor sales
- D. Office administration Q internet sales

Answer: B,D

5.What message is key to the value of HP workstations?

- A. Top of the line performance at a cost below the competition's entry level system
- B. Thunderbolt 2 technology included with every HP Z workstation
- C. Optional solutions, such as HP Performance Advisor and HP Sure Start
- D. Performance, innovation, reliability, and expandability beyond desktop computers

Answer: D

Explanation:

Reference: <http://www8.hp.com/h20195/v2/GetPDF.aspx%2F4AA1-2707ENW.pdf>