

# PASSTCERT

QUESTION & ANSWER

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**Exam** : **HP2-E27**

**Title** : **HP Partner Fundamentals  
2010**

**Version** : **Demo**

1.Which HP business unit had the highest percentage of revenue growth in fiscal year 2008?

- A. Software
- B. Services
- C. Personal Systems Group (PSG)
- D. Enterprise Storage and Servers (ESS)
- E .Imaging and Printing Group

Answer: B

2.How much did HP Software grow their revenue by in fiscal year 2008?

- A. 10%
- B. 15%
- C. 20%
- D. 30%

Answer: C

3.By how much did HP Imaging and Printing Group (IPG) grow their revenues in fiscal year 2008?

- A. 1%
- B. 3%
- C. 5%
- D. 8%
- E. 10%

Answer: B

4.In which ways can HP Finance help customers? (Select two.)

- A. offer larger discounts
- B. move costs to an operating expense category instead of capital expenses
- C. provide programs to help partners accelerate sales
- D. provide flexible payment structures

Answer: B,D

5.What is the easiest route to find the details for HP training and certification courses and learning events?

- A. email an HP sales representative
- B. telephone HP support
- C. contact your manager
- D. use Train & Certify on the HP Partner/Smart Portal

Answer: D