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QUESTION & ANSWER

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Exam : **HP2-H19**

Title : HP Client Virtualization Solutions – Sales

Version : Demo

1.Where do the user profile, data, and applications reside in a thin client solution?
A. on the Internet
B. on a Solid State Drive
C. on the client
D. in the data center
Answer: D

2.How do thin clients help a customer who is facing increasing costs.?
A. Thin client solutions eliminate the cost of licensing and reduce the time needed for patch fixes.
B. Thin client solutions reduce the cost of desktop upgrades, software, maintenance, and support.
C. Thin client computing allows large computing tasks to be distributed across many computers.
D. Thin clients allow users to be responsible for administering their own updates and maintenance.
Answer: B

3.How does cloud computing help customers?
A. Enables them to centralize content creation and brand management
B. Makes management functions unnecessary (including updates and patches)
C. Diagnoses and repairs their systems without user or IT support
D. Eliminates the need to plan or develop solutions for peak network traffic
Answer: D

4.Client virtualization is ideal for which type of customer?
A. a corporation that needs to support a large mobile user base
B. a research firm that is building complex computational models
C. a retail business that needs to run multimedia-rich applications
D. a call center that needs to personalize desktop images
Answer: C

5.How might students benefit from the use of client virtualization in the school?
A. Student information is secure in the data center.
B. Students have greater access to classroom computers.
C. Teachers are able to maintain and move computers to better meet student needs.
D. Students are able to learn how to maintain and secure their data.
Answer: A

6.Your customer's business must operate non-stop with a strong disaster recovery plan. How should you position client virtualization for them?
A. In the event of a disaster, your users can access their data from home.
B. Thin clients can easily be moved to another facility and continue operations.
C. The user's desktop and data can be accessed from anywhere with connectivity.
D. Disaster recovery needs to focus on the data center; the desktops are portable.
Answer: A

7.Which customer challenge can be met with digital signage?

A. displaying advertising and other messages adaptively across a network
B. sending customers a fixed message designed for content longevity
C. archiving user display information so it can be stored at an off-site location
D. providing an infrastructure for delivering locally crafted messages
Answer: A

8.In addition to the thin client devices, which additional components comprise a thin client solution? (Select two.)
A. localized boot image control
B. network connectivity
C. quad-core processor
D. management software
E. RAID configured on internal drives
Answer: B,D

9.Which market was identified in the training as having difficulty in managing large, dispersed IT deployments without adding IT resources?
A. Financial Market
B. Healthcare Market
C. Call Center Market
D. Outsourcing/Offshore Market
Answer: A

10.What should you focus on as a key issue when selling thin clients to a finance customer?
A. support for multiple displays
B. data security controls
C. system performance
D. operating system support
Answer: B

11.What is the purpose of an initial sales interview?
A. to make the customer aware of HP product offerings
B. to educate the customer about their options
C. to demonstrate a proof of concept
D. to assess and qualify the customer’s needs
Answer: D

12.What are some key drivers in developing your competitive game plan to win a customer's business? (Select two.)
A. Know how your customer feels about HP
B. Know your customer's buying criteria
C. Know who your competition is
D. Know your customer's budget constraints
E. Know your customer's competitive challenges

Answer: D,E

13.Which advantage do thin clients offer in the Healthcare industry?
A. Large computational capabilities that support complex financial modeling
B. Instantaneous failover capabilities that ensure maximum uptime
C. Support for rich multimedia applications that provide real-time performance enhancements
D. Centralization of data in the data center that satisfies regulatory and security requirements
Answer: D

14.You have determined the type of IT problems a customer is having. What must you determine next?
A. which other vendors are proposing IT solutions for the customer's problems
B. how the customer’s problems are affecting their business performance
C. which HP products you should recommend to help them solve their problems
D. how many resources the customer can devote to solving their problems
Answer: B

15.Which advantage do thin clients offer for Trading Floor requirements in the financial industry?
A. support continuous improvement by reconfiguring the environment
B. ability to maintain key account information in local storage
C. support for high performance multimedia applications
D. provide support for local USB storage devices
Answer: C