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## **Q&A**

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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](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>