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QUESTION 1

Sales engagements can follow a transactional or consultative pattern. Which type of sales engagement is appropriate for HP Enterprise Group solutions and why?

A. Consultative; because this approach deepens the solution and expands the sale

B. Transactional; because this approach simplifies the sales process

C. Transactional; because customers often already know what they want

D. Consultative; because customers need a quick recommendation for "one-size-fits-all" solutions

Correct Answer: A

The breadth of capabilities within the HP Enterprise Group family requires Consultative Selling. The Consultative sale is best when a strategic sale is required with a customer you know and understand. (Study guide p;34)
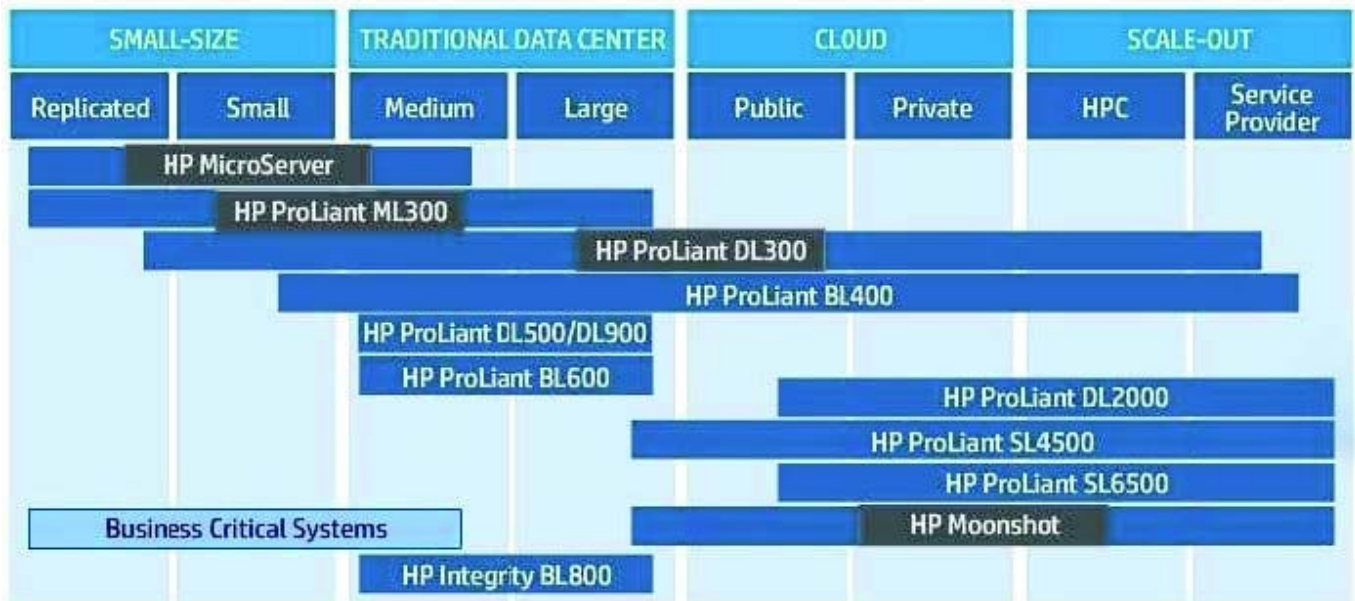
QUESTION 2

A discount camera distribution wholesaler has 35 warehouses. The wholesaler uses a scale-out web farm for its Internet sales portal, and redundancy for the web site is currently based on inexpensive nodes. The wholesaler is experiencing rapid growth as it expands into new countries. Which HP server family best meets this customer\\'s needs?

A. HP Integrity BL800

B. HP ProLiant BL400

C. HP Moonshot

D. HP ProLiant SL6500

Correct Answer: C

http://www.brightsideofnews.com/2014/05/06/hp-moonshot-using-arm-64-bit-soc/

QUESTION 3

A customer is calculating the Return on Investment (ROI) of an HP solution. Over the solution\\'s lifetime, in present dollars, the company expects: $1,000,000 USD in investment gains $800,000 USD in costs for the investment

What is the ROI?

A. 20 percent

B. 25 percent

C. 80 percent

D. 125 percent

Correct Answer: B

$$ ROI = \frac{(Gain\ from\ Investment\ -\ Cost\ of\ Investment)}{Cost\ of\ Investment} $$

QUESTION 4

A company needs to expand its data center. The senior IT manager believes that a one-vendor solution will ensure that the network infrastructure devices interoperate properly. This manager only wants to purchase solutions from market leaders. Which responses best address this manager\\'s concerns? (Select two.)

A. HP Networking devices provide a lower total cost of ownership (TCO), significantly reducing the company\\'s operating costs

B. HP Collaborative Support ensures that HP acts as a single point of contact for all your network infrastructure devices

C. HP provides consulting services to help you integrate HP products into your existing Infrastructure

D. HP Networking devices are built on open standards, allowing them to interoperate with devices from other vendors

E. HP is a market leader in servers, storage, and networking

Correct Answer: DE

QUESTION 5

Which IT concern is most related to users\\' demands for mobile access?

A. the lack of security for encryption keys on workflows moving In the cloud

B. the pressure to respond quickly to rapidly-changing technologies

C. the difficulty in scaling network capacity for the Increase in traffic

D. the difficulty in collecting, analyzing, and querying rapidly growing data

Correct Answer: C

Responding to the demand for mobile access: Most legacy network infrastructures were not built to allow consumer-oriented devices to access corporate data and applications. Lack of network capacity and scalability and Wireless Local Area Network were not originally designed to cope with the huge traffic demands of consumer devices, and support for devices that need to connect is a big consideration (Study guide p.33)

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