



HP2-H37^{Q&As}

Selling HP Client Virtualization Solutions

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QUESTION 1

Which type of customer presents the best opportunity to sell HP client virtualization?

- A. a small installation, such as a retail store or a service shop
- B. a high-density installation, such as a help center, a trading center, or a school
- C. a customer in the oil or gas exploration industry who needs access to applications while in remote locations with limited data connectivity
- D. a business in the media and entertainment industry that needs dedicated graphics cards (or their application)

Correct Answer: B

QUESTION 2

What does virtualization mean?

- A. the act of allocating server resources to create a non-physical desktop environment
- B. the act of isolating various applications within an operating system to enable virtual security
- C. the act of creating additional threads in an application to improve computer processing speed
- D. the act of speeding up computer processing through overclocking

Correct Answer: D

QUESTION 3

What can an HP flexible thin client do that an HP Zero client cannot do?

- A. It can run the HP Smart Zero operating system.
- B. It can run multi-media applications from a remote server.
- C. It can save files on a virtualized hard drive.
- D. It can run the Windows Embedded operating system.

Correct Answer: A

QUESTION 4

What is an important customer benefit of thin computing?

- A. The customer can have a wide variety of internal storage choices, including solid state hard drives.



- B. The customer can easily upgrade onboard memory for better application responsiveness.
- C. The customer can perform manageability and support from the data center.
- D. The customer can see more visual real estate via multiple monitor support features.

Correct Answer: B

QUESTION 5

What is active listening?

- A. Understanding the total message being sent
- B. Analyzing the customer needs
- C. Thinking about how the solution fits within the environment
- D. Hearing every word the customer is saying

Correct Answer: A

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