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QUESTION 1

Why do HP t3l0 Zero Clients deliver amazing performance and require no patches or updates?

- A. Because the operating system is hard coded into the AMD processor
- B. Because they use hardware-based security for IP packet checking
- C. Because the operating system is refreshed when the system is turned on
- D. Because they use hardware-based decompression technology for PCoIP protocol

Correct Answer: C

QUESTION 2

What is included in the pre-work conducted before a sales call?

- A. Interviews with users in the customer's workforce
- B. Engaging the software vendor to build the correct solution
- C. Analysis of the customer's network infrastructure
- D. A review of information about the customer online

Correct Answer: D

QUESTION 3

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

QUESTION 4

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 5

A healthcare customer states "We are deploying Microsoft, we are less concerned with cost, and we deploy robust custom applications." What is the best HP client virtualization product choice in this situation?

- A. HP Device Manager
- B. HP Smart Zero Clients
- C. HP Flexible thin clients
- D. HP Zero Clients

Correct Answer: C

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