



# HP2-H37<sup>Q&As</sup>

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#### QUESTION 1

What is the final result of a customer technical evaluation?

- A. Development of ROI reporting criteria
- B. A transformation of the customer's infrastructure
- C. An established rating of performance
- D. Proposal review

Correct Answer: C

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#### QUESTION 2

What should you do after closing the sale and successfully implementing it?

- A. Present the invoice.
- B. Ask for opportunities to upsell.
- C. Quickly move on to the next customer.
- D. Ask for referrals.

Correct Answer: D

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#### QUESTION 3

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

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#### QUESTION 4

Which use case is a primary use case for an HP flexible thin client?

- A. University student
- B. Video editing workstation



C. Print server

D. Digital signage

Correct Answer: C

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#### QUESTION 5

Which operating system is included with HP mt41 mobile thin clients?

A. HPThinpro

B. Windows Embedded Standard 7E

C. HP Smart-zero

D. Windows 8 Pro

Correct Answer: B

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