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QUESTION 1

What is true about HP Sure Click?

A. It isolates web content in a virtual machine, where malware cannot affect other tabs, applications, or the operating system.

B. It helps IT departments develop and maintain policies for supported web browsers.

C. It helps IT administrators deploy and maintain security settings across a fleet of PCs.

D. It monitors keyboard clicks and adjusts the feel of the keys so that the user has a nice experience using the keyboard on an HP EliteBook.

Correct Answer: B

Reference: https://www8.hp.com/h20195/v2/getpdf.aspx/4AA7-2638ENW.pdf

QUESTION 2

How should you address customer concerns relative to price?

A. by lowering the price with very little margin just secure the deal

B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price

C. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver

D. by telling them their competitor has just bought some and they don\\'t want to be left behind

Correct Answer: C

Reference: https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html

QUESTION 3

How can you help your worldwide corporate and enterprise customers with stable, consistent images and managed lifecycle transitions?

A. Offer a product with global series support.

B. Offer a contract for after care.

C. Offer a product with a Care Pack.

D. Offer installation and recycle services.

Correct Answer: A

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-5400EEAP.pdf

QUESTION 4

Due to HP\\\'s mission to reinvent technology, which "world\\\'s first" HP inventions help businesses modernize their working environment? (Choose three.)

A. world\\\'s first fingerprint reader

B. world\\\'s first detachable digital pen

C. world\\\'s first facial scanner

D. world\\\'s first Thunderbolt dock with an audio-conferencing solution

E. world\\\'s first bezel-less screen

F. world\\\'s first outdoor-viewable display in a business convertible

G. world\\\'s first detachable and tablet with an integrated privacy screen

Correct Answer: BDF

QUESTION 5

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

A. HP Services

B. HP DaaS one-year pack

C. HP Care Pack

D. HP Support Assistant

Correct Answer: B

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