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**QUESTION 1**

What does HP do to meet the needs of the changing demographics?

- A. HP is bringing out a new style of wearable computer that is perfectly suited for the changing demographic.
- B. HP offers purpose-built HP healthcare solutions and HP VR backpacks.
- C. HP creates retro-looking devices for the untapped silver generation market.
- D. HP creates an easy mode to simplify Microsoft Windows and thus make Windows easier to use.

Correct Answer: B

QUESTION 2

Your manufacturing customer is looking for a solution for their creative teams that optimizes flexibility (hot desking). Members of these teams already standardized on the HP ZBook 17 G5 Mobile Workstations.

Which HP solution should you recommend to this customer?

- A. HP Ultralim Docking Station
- B. HP Thunderbolt Dock 120WG2 with the audio module
- C. HP Thunderbolt Dock 230W G2 with the combo cable
- D. HP USB-C Mini Dock

Correct Answer: C

QUESTION 3

Which solution would be appropriate for task workers handling sensitive information in an open office environment?

- A. HP EliteDesk 800 G4 SFF PC with optional dust filters and with HP EliteDisplay E243 23.8-inch monitor
- B. HP U Mini G4 Workstation with HP Z27x G2 Studio Display
- C. HP EliteOne 800 G6 AiO PC with optional integrated privacy screen
- D. HP ProDesk 600 G4 Desktop Mini PC with optional dust filters and with HP EliteDisplay E233 23-inch Monitor

Correct Answer: C

QUESTION 4

When ready to propose a product to a customer, what should you take into consideration?



- A. that you include a six-month expandable Care Pack
- B. any potential promotions when it comes time for the customer to buy
- C. that you answer the customer pain points and meet their needs
- D. that you always sell HP DaaS services along with the hardware

Correct Answer: C

QUESTION 5

Which HP series of personal systems supports HP Sure Start?

- A. HPChromebook
- B. HP Pro and Elite series PCs
- C. HP 200 series Notebook PCs
- D. HP 200 series Desktop PCs

Correct Answer: B

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