

Exam : **HP2-E48**

Title : **Selling Through Curiosity**

Version : **Demo**

www.Pass4itSure.com

1. Why is it harder to keep a conversation going with a customer using closed-ended questions?

- A. The sales person must carry the burden of the conversation after receiving short answers.
- B. Customers tend not to openly discuss their perspectives with salespeople they do not know.
- C. Customers know what they want and do not want.
- D. Conversations need to be fluid.

Answer: A

2. Which question is closed-ended.?

- A. Tell me more.
- B. What do you mean?
- C. Why is that?
- D. Do you sign the check or is there someone else we need to visit?

Answer: D

3. Your customer says "I have 3 priorities right now all around storage." Based on this customer statement, what is an example of "leading the witness?"

- A. Tell me about your storage priorities.
- B. What has caused storage to be the priority?
- C. Say more about these storage priorities.
- D. Tell me about your priorities around networking.

Answer: D

www.Pass4itSure.com

Trying our product !

- ★ **100%** Guaranteed Success
- ★ **100%** Money Back Guarantee
- ★ **365 Days** Free Update
- ★ **Instant Download** After Purchase
- ★ **24x7** Customer Support
- ★ Average **99.9%** Success Rate
- ★ More than **69,000** Satisfied Customers Worldwide
- ★ Multi-Platform capabilities - **Windows, Mac, Android, iPhone, iPod, iPad, Kindle**

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



Submit A Ticket

One Year Free Update



Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.



Money Back Guarantee

To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.



Security & Privacy

We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.

Guarantee & Policy | Privacy & Policy | Terms & Conditions

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © 2004-2014, All Rights Reserved.