

Exam : **HP2-H07**

Title : **Selling HP Thin Clients**

Version : **Demo**

1.Which Intel processor type should you recommend for an HP MultiSeat host PC that supports six to ten access devices, each running high-processing-demand applications such as multimedia?

- A. Core 2 Duo
- B. Core 2 Quad
- C. Core i7
- D. Xeon processor 5600 series

Answer: D

2.Which benefit is specific to the Academic Edition of the HP MultiSeat Computing Solution.? (Select two.)

- A. Intel Xeon based host PC
- B. Ethernet connection from the access devices to the host PC for greater distance
- C. licensing support through Microsoft Volume Licensing
- D. support for up to 24 access devices
- E. support for access devices running Windows 7 only

Answer: B, E

3.Which type of key sales information for the HP MultiSeat Computing Solution do these features represent?

- Reduces environmental impact
- Has the potential to double computing seats with the same budget
- Requires no special IT knowledge
- Contains software completely licensed and supported by HP
- A. competitive advantages
- B. silver bullets
- C. opportunity indicators
- D. key features

Answer: C

4.What is a unique competitive advantage of the HP MultiSeat Computing Solution?

- A. power delivery to the access devices by the MultiSeat host PC
- B. solution based on the unique features of the HP BladeSystem c-Class
- C. access devices that have no processor, memory, or moving parts
- D. complete end-to-end solution that includes the hardware, software, licenses, and support

Answer: D

5.The following question is an example of which type of sales question?

“How does this solution enable you to support your technical requirements for managing school district business?”

- A. elevator pitch
- B. discovery
- C. Assessment
- D. presentation

Answer: A

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