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Vendor: HP

Exam Code: HP2-H35

Exam Name: Sales Essentials of HP Workstations Exam

Version: Demo

QUESTION 1

Which factors most often dictate the end user's display needs? (Select three.)

- A. Market
- B. Computing system
- C. Ergonomics g workflow g industry
- D. Network capabilities

Correct Answer: ABD

Explanation

Explanation/Reference:

QUESTION 2

What does HP's commitment to delivering better performance and innovation help you to do?

- A. Sell against the competition by beating their price.
- B. Select the best HP EliteBook to meet the customer's needs.
- C. Offer deep volume discounts.
- D. Communicate values other than price.

Correct Answer: C

Explanation

Explanation/Reference:

Reference:

http://www8.hp.com/us/en/pdf/hp_csr_full_hi_tcm_245_1357664.pdf

QUESTION 3

Which qualities are the focus when moving from HP EliteDesk computers to HP workstations?

- A. Security, form factor, and ergonomics
- B. Durability, configurability, and extendibility
- C. Reliability, performance, and expandability
- D. Footprint, efficiency, and power

Correct Answer: C

Explanation

Explanation/Reference:

Reference:

<http://www8.hp.com/ca/en/products/desktops/product-detail.html?oid=5387466>

QUESTION 4

Which industries are strong candidates for HP workstations? (Select two.)

- A. Oil and gas
- B. Digital media and entertainment
- C. Retail floor sales
- D. Office administration Q internet sales

Correct Answer: BD

Explanation

Explanation/Reference:

QUESTION 5

What message is key to the value of HP workstations?

- A. Top of the line performance at a cost below the competition's entry level system
- B. Thunderbolt 2 technology included with every HP Z workstation
- C. Optional solutions, such as HP Performance Advisor and HP Sure Start
- D. Performance, innovation, reliability, and expandability beyond desktop computers

Correct Answer: D

Explanation

Explanation/Reference:

Reference:

<http://www8.hp.com/h20195/v2/GetPDF.aspx%2F4AA1-2707ENW.pdf>

QUESTION 6

Which option is available on an HP 21 AiO that is not available on an HP EliteOne 800 AiO series computer?

- A. Wireless mouse
- B. USB 3.0 charging port
- C. touchscreen
- D. Gorilla glass

Correct Answer: D

Explanation

Explanation/Reference:

Reference:

http://www.hpmarket.cz/library/dokumenty/PC_Catalogue_2014_nahledove_PDF_v2.pdf

QUESTION 7

What are the three dominant virtual workstation models?

- A. HPC cluster dedicated supercomputer. HPC cloud and workstation based
- B. OS specific. OS agnostic, and OS dependent
- C. Remote, pass through GPU, and Virtualized GPU
- D. All-in-one, small form factor, large form factor

Correct Answer: C

Explanation

Explanation/Reference:

Reference:

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA5-3382ENW>

QUESTION 8

Why choose one HPC workstation solution over another?

- A. Primarily driven by skills
- B. Primarily driven by costs
- C. Primarily driven by capabilities
- D. Primarily driven by application support

Correct Answer: D

Explanation

Explanation/Reference:

QUESTION 9

Which HP Workstation is available as an expandable tower or as a flexible and versatile small form factor?

- A. HP Z620
- B. HP Z230
- C. HP Z820
- D. HP Z420

Correct Answer: D

Explanation

Explanation/Reference:

Reference:

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-9389ENN.pdf>

QUESTION 10

Which HP mobile workstation is an Ultrabook?

- A. HPZBook14
- B. HPZBook15
- C. HP2Book16
- D. HPZB00k17

Correct Answer: A

Explanation

Explanation/Reference:

Reference:

<http://www8.hp.com/in/en/campaigns/workstations/zbook-14.html>

QUESTION 11

What is HP Product Finder?

- A. An HP solution that keeps customers working and maximizes productivity
- B. An hp tool that helps determine which workstation is the most appropriate depending on workflow and provides recommended configurations
- C. An HP tool that configures a workstation and quickly provides a thorough and accurate understanding of system
- D. Resources and settings Q an HP tool that enables real-time collaboration for developing product graphics files

Correct Answer: A

Explanation

Explanation/Reference:

Reference:

<http://www8.hp.com/in/en/large-format-printers/designjet-printers/overview.html>

QUESTION 12

What is the computational creation and manipulation of visual data?

- A. NAND technology
- B. Scanning technology
- C. Graphics technology
- D. Printing technology

Correct Answer: C

Explanation

Explanation/Reference:

QUESTION 13

How is a graphic processing unit (GPU) different from a central processing unit (CPU)?

- A. A GPU has a larger cache
- B. A GPU has fewer cores.
- C. A GPU is more highly parallel.
- D. A GPU is task-oriented.

Correct Answer: C

Explanation

Explanation/Reference:

Reference:

http://en.wikipedia.org/wiki/Graphics_processing_unit

QUESTION 14

Which environmental rating do HP Z displays have?

- A. Energy Star
- B. HERS rating
- C. Common Criteria Certified
- D. EPEAT

Correct Answer: A

Explanation

Explanation/Reference:

Reference:

<http://www8.hp.com/in/en/products/monitors/product-detail.html?oid=5367297>

QUESTION 15

What is a feature of an Ultrabook?

- A. Thunderbolt 2
- B. DreamColor
- C. mil spec rated
- D. thin and light design

Correct Answer: A

Explanation

Explanation/Reference:

Reference:

<http://www8.hp.com/us/en/hp-news/press-release.html?id=1473065>

QUESTION 16

Which all-in-one would fit a civil engineer who needs as much reliable memory as possible?

- A. HP EliteDesk 800
- B. HP 21 workstation
- C. HPZ230
- D. HP EliteOne 800

Correct Answer: D

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