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QUESTION 1

What are the major differences between the experience age and the information age?

- A. The experience age is about people working together, in the same office, with better technology, to solve shared problems.
- B. The experience age is centered around the experiences people have while learning, including which school they attended and how it prepared them for future work.
- C. The experience age is about how the VR technology is changing our lives and our experiences.
- D. The experience age is centered around experiences, smart technology, and efficiency, with people working anywhere, at any time, often in shared offices or caf?.

Correct Answer: D

QUESTION 2

What is HP Sure Start?

- A. 3rd party built-in self-healing BIOS protection
- B. HP built-in hardware self-healing BIOS protection
- C. HP software for self-healing BIOS protection
- D. HP built-in hardware battery protection

Correct Answer: B

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-4649ENA.pdf>

QUESTION 3

What are HP Lifecycle Services?

- A. a multi-year contract that includes proactive security and management reporting
- B. a portfolio of services centered around device security and sanitation
- C. a portfolio of services that simplify device lifecycle management
- D. a contract under which you get a new notebook every 3 years

Correct Answer: C

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-3681ENW.pdf>

QUESTION 4

Which opening question should you ask a manufacturing customer to discover an opportunity?

- A. Do you require durable, reliable PCs that keep production running and can withstand harsh factory environments of dust and debris?
- B. What avenues are you considering to better your businesses reputation? Would you be interested in the latest and greatest devices?
- C. Did you know HP is number one in the world for selling PC and printers?
- D. Are you looking for the HP EliteBook 800/705 G6 series, which are devices powered for business and designed for life?

Correct Answer: A

QUESTION 5

Your healthcare customer has overburdened IT staff and inadequate IT resources, but they have a growing need to migrate their devices from Microsoft Windows 7 to Windows 10. Which HP DaaS explanation is correct and relevant to this customer?

- A. HP DaaS, which is a complete solution that includes migrating from Microsoft Windows 7 to Windows 10 on all existing PCs.
- B. HP DaaS, which is a solution that combines hardware and premium same day support, proactive management, and services for every stage of the device lifecycle.
- C. HP DaaS, which provides security and additional software to monitor the health of your PC, with reduced costs as all reporting is done automatically.
- D. HP DaaS, which is a complete solution that combines hardware, support, proactive management, and services for every stage of the device lifecycle to optimize IT assets and resources.

Correct Answer: D

Reference: <https://www8.hp.com/us/en/services/daas.html>

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