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QUESTION 1

How should you address customer concerns relative to price?

A. by lowering the price with very little margin just secure the deal

B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price

C. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver

D. by telling them their competitor has just bought some and they don\\'t want to be left behind

Correct Answer: C

Reference: https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html

QUESTION 2

How do the enhanced and premium HP DaaS plans differ from the standard plan?

A. They isolate web content into a virtual machine or a sandbox, where malware cannot affect other tabs, applications, or the operating system.

B. They provide services to simplify the device lifecycle management, starting with strategic guidance, planning, and design through to deinstallation, sanitization, and recycling services.

C. They provide non-standard SLAs and services to simplify the device end of life (EOL).

D. They provide more analytics, enhanced hardware protection, higher levels of security, and application management.

Correct Answer: D

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-0368EEW.pdf

QUESTION 3

Which display would be best for a hot desk solution with built-in docking support?

A. HP USB-C Dock G5

B. HP EliteDisplay S340c 34-inch Curved Monitor

C. HP Thunderbolt Dock G2

D. HP EliteDisplay E243d 23.8-inch Docking Monitor

Correct Answer: D

Reference: https://cdn.cnetcontent.com/syndication/
mediaserverredirect/6d59e29ab0a203d5907fa27f0477543e/original.pdf

QUESTION 4

What is the major security concern associated with company employees working in public areas and open offices, and how does HP address it?

A. virus attacks, which can be lessened with HP Sure Run

B. visual hacking, which can be prevented with HP Sure View

C. malware attacks, which can be mitigated with HP Sure Start

D. phishing attacks, which can be alleviated with HP Sure Click

Correct Answer: B

QUESTION 5

Which HP product has HP Sure View Gen3 as an option?

A. HP ProOne 600 G4 AiO PC

B. HP ProBook 400 G6 series Notebook PC

C. HP EliteOne 800 G5 AiO PC

D. HP Chromebook 14 G5

Correct Answer: C

Reference: https://www.thurrott.com/hardware/196696/hp-introduces-third-gen-of-hp-sure-view-with-newelitebook-x360-830-eliteone-800-all-in-one