

# HP2-I15<sup>Q&As</sup>

Selling HP Business Personal Systems Hardware 2020

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**QUESTION 1**

When ready to propose a product to a customer, what should you take into consideration?

- A. that you include a six-month expandable Care Pack
- B. any potential promotions when it comes time for the customer to buy
- C. that you answer the customer pain points and meet their needs
- D. that you always sell HP DaaS services along with the hardware

Correct Answer: C

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**QUESTION 2**

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

- A. HP Care Pack
- B. HP Services
- C. HP Support Assistant
- D. HP DaaS one-year pack

Correct Answer: B

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**QUESTION 3**

What are the characteristics of the workforce under 37 years of age?

- A. eco-friendly, mid-levels of education, faithful
- B. technology focused with flexibility demands and light loyalty
- C. tech-friendly, not keen to share information, highly educated
- D. directionless, cash rich, highly innovative
- E. various masters, remote workers, trustworthy

Correct Answer: B

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**QUESTION 4**

Your client is a growing company looking to:

1.  
transition to a VDI or cloud infrastructure
  2.  
lower their IT costs
  3.  
centralize management and IT support
  4.  
increase security across endpoints, users, and data
- Which HP solution meets this client's requirements?
- A. HP Cloud Clients
  - B. HP Smart Connect
  - C. HP Elite Clients
  - D. HP Workstations
- Correct Answer: C
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#### QUESTION 5

Your manufacturing customer is looking for a solution for their creative teams that optimizes flexibility (hot desking). Members of these teams already standardized on the HP ZBook 17 G5 Mobile Workstations.

Which HP solution should you recommend to this customer?

- A. HP Ultralim Docking Station
- B. HP Thunderbolt Dock 120WG2 with the audio module
- C. HP Thunderbolt Dock 230W G2 with the combo cable
- D. HP USB-C Mini Dock

Correct Answer: C

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