

Exam Questions HP2-H88

Selling HP Business Personal Systems Hardware 2019

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NEW QUESTION 1

How does the experience age change the workplace as compared to the information age? (Select three.)

- A. collaboration areas
- B. more car parking for employees
- C. smaller open offices
- D. fixed desks offices
- E. cubicle work environment
- F. at-home workspace solutions

Answer: CDF

NEW QUESTION 2

What are some of the HP Device as a Service (HP DaaS) benefits?

- A. installation and management of servers, networking equipment, printers, and all software for your devices
- B. advanced security policy management for all endpoint devices manufactured by HP
- C. IT asset and budget optimization
- D. predictive battery usage analytics through the HP DaaS reporting tool

Answer: B

NEW QUESTION 3

Your manufacturing customer is looking for a solution for their creative and finance teams that optimizes flexibility (hot desking). Members of these teams already have either HP ZBook 17 G5 Mobile Workstation or HP EliteBook x360 830 G6 Notebook PC. What should you recommend to this customer?

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

Answer: A

NEW QUESTION 4

How should you address customer concerns relative to price?

- A. by explaining that HP has the most secure PCs on the planet, which warrants the higher price
- B. by telling them their competitor has just bought some and they don't want to be left behind
- C. by lowering the price with very little margin just to secure the deal
- D. 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

Answer: B

NEW QUESTION 5

What is the HP Endpoint Security Controller?

- A. It is a control board that informs Microsoft Windows how the PC is protected.
- B. It is a hardware component that proactively informs HP about security incidents.
- C. It is a physically isolated and cryptographically protected hardware component.
- D. It is an HP software that holistically controls the security of the PC.

Answer: C

NEW QUESTION 6

What should be the focus of your first sales conversation with a customer?

- A. offering discounts
- B. selecting the solution
- C. uncovering their needs
- D. presenting special offers

Answer: A

NEW QUESTION 10

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