

# DUMPS ARENA

## Selling HP Business Personal Systems Hardware 2018

HP HP2-H62

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**QUESTION NO: 1**

Which HP business desktop PCs portfolio satisfies the requirement of an SMB client that is looking for commercial desktops that offers performance, security, durability, expandability, and manageability?

- A. HPEliteDesk/EliteOne
- B. HP Elite Slice for Meeting Rooms G2
- C. HP ProDesk/ProOne
- D. HP ProBook

**ANSWER: C****QUESTION NO: 2**

What is the advantage of the HP Collaboration keyboard?

- A. helps manage most commonly used conferencing functions
- B. provides multiple layers of protection to cover every keystroke with hardware-based encryption
- C. automates the protection of the BIOS and enables robust manageability
- D. secures the PC remotely through a Smartphone App

**ANSWER: A****Explanation:**

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA6-9387ENW.pdf>

**QUESTION NO: 3**

What is a key performance selling point for the HP ProBook 600 G4 and EliteBook 840r G4 series?

- A. smooth glass clickpad for convenient and precise navigation
- B. internal piston hinge design and hyperbaric cooling system
- C. dual storage drive options for quick boot wake, and run time

D. crystal clear QHD touch display for color-critical applications

**ANSWER: C**

**Explanation:**

<https://store.hp.com/us/en/pdp/hp-elitebook-840r-g4-notebook-pc-%E2%80%93-customizable-2lg02av-mb>

#### QUESTION NO: 4

Which security feature lets you quickly and easily reimagine your device using only a network connection?

- A. HPWorkWise
- B. HP BIOSphere Gen4
- C. HP Sure Recover
- D. HP Image Assistant Gen3

**ANSWER: C**

**Explanation:**

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA7-2564ENW.pdf>

Minimize user downtime and IT effort with HP Sure Recover. 1 Leveraging the capabilities of the HP Endpoint Security Controller, HP Sure Recover lets you quickly and easily reimagine your device using only a network connection—and can even enable IT to schedule reimaging for the entire fleet.

#### QUESTION NO: 5

A client wants user and workplace-centric solutions and has approached HP for help. Upon covering everything related to the workplace, work force, and the client's work style, HP seeks a holistic view of the client's situation and requirements.

Which two key questions would help HP better understand the client's business requirements? (Choose two.)

- A. Does the client have a customer segmentation model?
- B. What is the client's vision of the Office of the Future?
- C. Where to start the process and how to progress?
- D. What tools does the client use to design the floor plan?
- E. How much revenue does the client want to generate?

**ANSWER: B C**

**QUESTION NO: 6**

HP has recommended its commercial desktop portfolio to one of its clients to help them analyze large amounts of data, look at clearer images, and finalize deliverables.

What are two additional client benefits of the HP commercial desktop portfolio? (Choose two.)

- A. Low total cost of ownership (TCO)
- B. Robust security features
- C. Lower software deployment costs
- D. Focus on immediate results
- E. Better customer segmentation

**ANSWER: A B**

**QUESTION NO: 7**

Which two features of HP EliteOne 800 G4 23.8" NT Healthcare Edition AiO enable a robust collaboration experience that makes telemedicine possible? (Choose two.)

- A. guest video ingest module
- B. bi-directional noise cancellation software
- C. wireless display module
- D. dual-facing pop-up camera
- E. virtual banker solution

**ANSWER: B D**

**Explanation:**

<http://www8.hp.com/h20195/v2/GetPDF.aspx/c05535540.pdf>

**QUESTION NO: 8**

Which feature of the HP Office of the future helps generate a sense of community?

- A. neighborhoods
- B. interactive conference rooms
- C. informal meeting areas
- D. agile workspaces

**ANSWER: A**