

Practice Exam Questions



Hewlett Packard
Enterprise



Selling HP Business Personal Systems Hardware 2020



EXAMKILLER

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Exam HP2-I15

Selling HP Business Personal Systems Hardware 2020

Version: 4.0

[Total Questions: 50]

Question No : 1

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.

Answer: D

Question No : 2

How does HP Sure Recover help customers in the case of a breach?

- A.** It checks the device image via the Manageability Integration Kit plug-in for Microsoft' SCCM before deploying across a fleet to recover time.
- B.** It checks the network firewall and recovers the local firewall after a breach.
- C.** It recovers lost programs, office files, photos, videos, and user files.
- D.** It restores their machines quickly and securely to the latest image.

Answer: D

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-4556ENW.pdf> (4)

Question No : 3

Which solution would be appropriate for task workers handling sensitive information in an open office environment?

- A.** HP EliteDesk 800 G4 SFF PC with optional dust filters and with HP EliteDisplay E243 23.8-inch monitor
- B.** HP U Mini G4 Workstation with HP Z27x G2 Studio Display
- C.** HP EliteOne 800 G6 AiO PC with optional integrated privacy screen

D. HP ProDesk 600 G4 Desktop Mini PC with optional dust filters and with HP EliteDisplay E233 23-inch Monitor

Answer: C

Question No : 4

Why would an HP EliteDesk 800 G6 SFF PC with optional dust filters be the tight fit for a production line?

- A.** It is secure and the addition of dust filters will extend the life of the machine.
- B.** It has a specialized loudspeaker system appropriate for a noisy production environment.
- C.** The dust filters enable the device to run quieter than any other device within the Z range.
- D.** It has no fan and no moving parts to give the best reliability.

Answer: A

Question No : 5

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

Answer: B

Question No : 6

Which HP security solution is correct to recommend to a mobile customer who works with sensitive information in different and often public locations and wants to prevent visual hacking?

- A.** HP Sure Click
- B.** HP Biosphere

- C. HP Sure Sense
- D. HP Sure View

Answer: D

Question No : 7

How does the HP Manageability Integration Kit plug-In for Microsoft' SCCM help IT administrators?

- A. It creates and maintains a robust software image for large rapid deployments.
- B. It groups PCs into physical groups based on location, so they are easy to find and manage.
- C. It physically locates PCs that have gone missing, similar to "find my phone."
- D. It updates and maintains software and security settings across a fleet of PCs.

Answer: C

Question No : 8

As a result of HP's mission to reinvent technology, which "world's first" HP inventions help businesses modernize their working environment? (Select three.)

- A. world's longest battery life in an AMD-based mainstream business notebook
- B. world's first bezel-less screen
- C. highest screen-to-body ratio in a business convertible
- D. world's longest battery life in a 14" business convertible
- E. world's first facial scanner
- F. world's first fingerprint reader
- G. world's first detachable digital pen

Answer: C,D,G

Question No : 9

Your customer shares with you that their previous devices were unable to handle demanding software, such as Autodesk 30 Max . Which HP series should you offer?

- A. HP Elite series

- B. HP Business series
- C. HP Pro series
- D. HP Z series

Answer: D

Reference: https://www8.hp.com/hk/en/pdf/hp_autodesk_tcm_187_1531720.pdf

Question No : 10

What is the correct response to the following customer question? What does HP Sure Run do for me?

- A. It has the capability to run all your office programs In the cloud to give you more speed on your computer.
- B. It monitors critical processes, alerts users and IT of any changes, and restarts stopped processes automatically. It is designed to keep you safe with little disruption.
- C. It monitors all applications to see if they are running correctly and not consuming too much memory, it also informs IT when you need more cloud storage space.
- D. While carrying your HP EliteBook, it monitors how many steps you take dally to keep you healthy.

Answer: B

Question No : 11

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

Answer: C

Question No : 12

How does HP meet the "everything as a service" demand of rapid urbanization?

- A. with HP STS (Smart Technologies Service)
- B. with HP CSaaS (Cloud Solutions as a Service)
- C. with HP DaaS (Device as a Service)
- D. with HP CPaaS (Computing Power as a Service)

Answer: C

Question No : 13

What are HP Lifecycle Services?

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

Answer: C

Question No : 14

What is the HP Endpoint Security Controller?

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

Answer: A

Reference: <https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-2796ENW.pdf> (2)

Question No : 15

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