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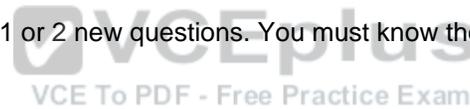
HP2-H37

Selling HP Client Virtualization Solutions

Self test
E N G I N E

Passed on 2-02-15 with an 890. Dump still valid in US. 1 or 2 new questions. You must know the material as answers are worded differently at times.

Exam A

QUESTION 1
What is a benefit of virtualized clients that is important to end-users?

A. Simplified management
B. Lower costs
C. Fast, PC-like performance
D. Unprecedented data security

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
References:

QUESTION 2
What does the HP StorageWorks XP Disk Array enable a customer to do?

A. manage an unlimited number of virtual clients
B. virtualize nearly 250 petabytes
C. virtualize nearly 500 desktops
D. pushesvirtual images to thin clients

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 3
What is HP ThinState?

A. thin-client application for load balancing session state across servers
B. an HP network optimization tool for thin clients
C. an HP exclusive thin-client image capture tool (§) a Microsoft product for managing devices across the enterprise

Correct Answer: B

Section: (none)
Explanation

Explanation/Reference:
References:

QUESTION 4
How can HP thin clients extend the benefits of client virtualization?

A. They improve color integrity and increase graphical performance.
B. They maximize workspace and improve power efficiency up to 80%.
C. They increase computing power and provide backups of local hard drives.
D. They decentralize data and extend storage capabilities across desktops.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
References:

QUESTION 5
Which type of HP thin client is the HP mt41?

A. Mobile flexible thin client
B. Dumb terminal thin client
C. Zero thin client
D. Smart zero thin client

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 6
Why do HP t3l0 Zero Clients deliver amazing performance and require no patches or updates?

A. Because the operating system is hard coded into the AMD processor
B. Because they use hardware-based security for IP packet checking
C. Because the operating system is refreshed when the system is turned on
D. Because they use hardware-based decompression technology for PCoIP protocol

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 7
Which thin client advantage offsets the thin client purchase cost for many customers?

A. Reduction of network bandwidth usage
B. Reduced use of desk space
C. Mobility
D. Conserving IT resources

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 8
Which vendors ally with HP to create a complete client virilization solution?

A. Sun Microsystem, VMware, and Cisco
B. VMware, Microsoft, and Citrix
C. Ubuntu. Citrix. and Sun Microsystems
D. Microsoft, Ubuntu. and Cisco

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Explanation:

QUESTION 9
What is one of the key HP messages about HP thin clients'?

A. HP, as a company, maintains a legacy of quality that surpasses any competitive advantage the competitor might have.
B. HP consistently maintains a philosophy across Its thin client portfolio of quality products at the lowest prices.
C. HP thin client software solutions offer the best service and capabilities on the market or HP happily refunds the invoiced cost of the product.
D. HP offers a suite of flexible thin-clients to meet customers' needs without the confusion of choosing between single-purpose thin clients.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 10
Which factors reduce the total cost of ownership of client virtualization when using HP thin clients instead of using repurposed PCs? (Select three.)

A. The cost of the PC repurposing software
B. VMware software and servers
C. Eliminating operating system support costs
D. Decreasing power consumption
E. Improving security
F. Enabling multiple monitors

Correct Answer: ACE
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 11
Which operating system is included with HP mt41 mobile thin clients?

A. HPThinpro
B. Windows Embedded Standard 7E
C. HP Smart-zero

D. Windows 8 Pro

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 12
Which type of processors are available in HP t620 and t620 Plus flexible thin clients?

A. NvidiaTegra
B. Samsung Exynos
C. Dual core or quad core
D. Eight core or sixteen core

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 13
What is one of the differences between HP Device Manager and Dell Wyse Device Manager Enterprise Edition?

A. Hp Device Manager resides on a server, while Dell Device Manager is installed on each separate thin client.
B. HP Device Manager works in a push mode, while Dell Device Manager operates in a pull mode.
C. HP Device Manager can configure thin clients to work in push mode or pull mode, while Dell Wyse Device Manager works only in push mode.
D. HP Device Manager can configure any device in the network, while Dell Device Manager configures only zero thin clients.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Explanation:

References:

QUESTION 14
A healthcare customer states "We are deploying Microsoft, we are less concerned with cost, and we deploy robust custom applications." What is the best HP client virtualization product choice in this situation?

A. HP Device Manager
B. HP Smart Zero Clients
C. HP Flexible thin clients
D. HP Zero Clients

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 15
What can an HP flexible thin client do that an HP Zero client cannot do?

A. It can run the HP Smart Zero operating system.
B. It can run multi-media applications from a remote server.
C. It can save files on a virtualized hard drive.
D. It can run the Windows Embedded operating system.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 16
Which optional security feature is available in t820 flexible thin-client?

A. an encrypted solid state hard drive

B. internal USB ports
C. HP case intrusion alarm
D. Common Criteria Certification

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 17
Which indicator will help you to recommend the correct choice of thin clients?

A. CPU performance requirements
B. Maturity in the market place
C. Concern about environmental impact
D. New in the decision process

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 18
What is client virtualization?

A. Virtualization hosted by HP for customer clients
B. A suite of systems that provides all PC-client services and resources, that includes thin-client as the access device
C. Factory optimized secure Web hosting that uses secure socket layers
D. The client/server relationship between a standalone computer and the rest of the network environment

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 19
You are on an initial sales call with a customer, discussing virilization. What should you know by the end of the call? {Select two.)

A. The customer's high-level IT environment/architecture
B. The issues the customer is trying to solve
C. How the customer generates profit g the customers annual gross revenue
D. The customer's floor space needs for locating a server cluster

Correct Answer: BD
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 20
What is repurposed PC software?

A. Software taken from a traditional PC andinstalled on a virtual server
B. Software taken from a retiring computer and installed on a new computer
C. A method of converting a traditional PC into a virtual application server
D. A method of converting a traditional PC to have some attributes of a thin client

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 21
How many monitors can a customer use with an HP t820 flexible thin client?

A. One
B. Two
C. Three
D. Four

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:
References:

QUESTION 22
What is one of the differences between HP Device Manager and Dell Wyse Device Manager Enterprise Edition?

A. HP Device Manager is fee-based but at a lower rate than Dell Wyse Device Manager Enterprise Edition's rate.
B. Hp Device Manager is always free, while Dell Wyse Device Manager Enterprise Edition is fee-based.
C. HP Device Manager can image a thin client remotely, while Dell Wyse Device Manager Enterprise images thin clients by using a USB key.
D. HP Device Manager manages all HP thin clients, while Dell Wyse Device Manager Enterprise Edition has almost negligible capabilities.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 23
Which question is best for discovery and assessment?

A. Are you interested in thin clients?
B. Why are you interested in thin clients technology?
C. Is an HP t$20 flexible thin client the best product for you?
D. Do you have more than 30 employees?

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 24
Which use case is a primary use case for an HP flexible thin client?

A. University student
B. Video editing workstation
C. Print server
D. Digital signage

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 25
What is active listening?

A. Understanding the total message being sent
B. Analyzing the customer needs
C. Thinking about how the solution fits within the environment
D. Hearing every word the customer is saying

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 26
What is included in the pre-work conducted before a sales call?

A. Interviews with users in the customer's workforce
B. Engaging the software vendor to build the correct solution
C. Analysis of the customer's network infrastructure
D. A review of information about the customer online

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 27
What are some of the customer benefits of thin computing? (Select three.)

A. More choices of network connectivity
B. Reduced desktop footprint g improved data security
C. Increased software capabilities
D. Increased computing power
E. Reduced energy consumption

Correct Answer: ACE
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 28
What is a thin client?

A. a thin Ultrabook connected to the network
B. a traditional PC with smaller and thinner physical form
C. a device with minimal connectivity to connect to Internet
D. an access appliance (to virtual client) with no moving parts and no local storage

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

References:

QUESTION 29

What is the next step In HP's thin client sales approach after identifying the opportunity?

A. Close the sale, and deploy the solution.
B. Engage other resources that can help win the sale, and conduct a technical evaluation.
C. Identify and sell on capability of customization, and emphasize that channel partners are a route to market.
D. Research the customer, and build a plan to conduct a quality discovery, assessment, and qualifying meeting.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 30
Why is Dell the closest compelilor to HP in the worldwide thin client market?

A. They purchased Wyse and have renewed their focus on thin client sales.
B. Other vendors besides HP and Dell have not invested money in building market share in thin client sales.
C. They have limited their thin client sales to strategic markets, such as education, government, and call centers
D. They purchased the IBM thin client lineup when IBM decided to focus on enterprise computing only.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 31
If a customer has already chosen a client-virtualization software supplier, what should you find out?

A. Whether they have chosen VMware, Microsoft, or Citrix
B. Whether they have chosen Microsoft, Sun Microsystems, or Linux
C. Whether they have chosen PCs. thin clients, or mobile clients
D. Whether they have chosen Apple Adobe or VMware

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 32
Which of the following is the best opportunity for a thin computing solution?

A. A mobile user with unreliable data connectivity
B. A small computing environment with no server infrastructure
C. A high power computing user, such as an animator
D. A public access point with multiple users, such as a library

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 33
Which type of customer presents the best opportunity to sell HP client virilization?

A. a small installation, such as a retail store or a service shop
B. a high-density installation, such as a help center, a trading center, or a school
C. a customer in the oil or gas exploration industry who needs access to applications while in remote locations with limited data connectivity
D. a business In the media and entertainment Industry that needs dedicated graphics cards (or their application

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 34
What is a key concept for selling HP thin clients?

A. HP Flexible thin clients are always the best fittocustomers in the healthcare industry.
B. Always ask questions that the customer can answer with a yes or a no.
C. Create and use discovery and assessment questions to see how ready your customer is to buy thin clients.

D. Present your sales pitch, and then ask for questions or comments at the end of your speech.

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 35
Which situation is an indicator for a need for client-virtualization?

A. a desire for the latest in video editing technology
B. network bandwidth limitations
C. a need for high-level security
D. a need for big data storage

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 36
Why is it important to conduct a discover meeting with your clients?

A. It helps you determine where they are in the process of moving towards client visualization.
B. It provides the perfect opportunity to showcase your client visualization hardware.
C. It helps you show your Knowledge of client-virtualization.
D. It provides an opportunity to talk about HP's integration with industry leading client- virtualization ISVs

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 37
If a customer is undecided on their choice of solution architectures, which stage of the decision process are they in?

A. Shopping for network infrastructure
B. Shopping for a thin client
C. Shopping for a PC operating system
D. Shopping for a solution

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 38
What is the most important aspect of a sales conversation throughout the sale cycle?

A. Demonstrating active listening because it helps you identify their true needs
B. Emphasizing HP's standard of quality because your customers need to know why to choose HP over the competition
C. Focusing on what to say next because it makes you sound like you know what you are talking about
D. performing a demo of the product because it shows you technicallyunderstandshow it works

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 39
Why are thin clients less costly to secure, maintain, and manage compared to PCs?

A. Because they cost less to buy. yet they provide the same computing power as PCs
B. because they generate less heat in the working environment
C. because they include powerful solid state processors and disk drives that are quieter and easier to cool
D. because the data and applications reside in the secured data center

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 40
What is a key concept for selling HP thin clients?

A. Sell on the HP legacy of unparalleled quality rather than companng HP to its competitors.
B. Build value in your services rather than on the product.
C. Sometimes repurposing PCs is the best solution to get the customer into a client virilization environment quickly.
D. Use active listening to help you gain greater insight into your customer's challenges and to strengthen your relationship.

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Explanation:

QUESTION 41
Which of the following causes is the most likely explanation for why a customer would choose HP over a competitor?

A. theHP sales representative showed a thorough understanding of the customer's needs and matched a solution to those needs
B. theHP sales representative described the ways the competitors' products have failed in the past to remove confidence in those products.
C. theHP sales representative focused on the ROI they have provided to other companies using HP vIrtualization technology.
D. theHP sales representative explained how HP has far superior vIrtualization technology at the most cost effective prices.

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation: