



# HP2-E43<sup>Q&As</sup>

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#### QUESTION 1

Which factor will competitors most likely attack on HP storage products?

- A. cost
- B. quality
- C. a lack of innovative features
- D. reliability

Correct Answer: C

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#### QUESTION 2

What is a realistic customer objection to an HP networking solution?

- A. HP is the market leader, but others are catching up.
- B. There are cheaper alternatives than HP.
- C. HP has less than ten years of experience in the network market.
- D. HP does not offer end-to-end solutions.

Correct Answer: B

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#### QUESTION 3

Which question is an example of a networking qualification question?

- A. Has the company introduced virtualization into its environment?
- B. Has the company introduced cloud computing into its environment?
- C. Are server utilization levels too high or too low?
- D. Are there specific tasks that require more bandwidth than others, causing communication delays?

Correct Answer: D

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#### QUESTION 4

Sharing, Connecting, Creating, Storing, and Printing are the IT-enabled activities that serve as the pillars for which HP solution offering?

- A. HP Midsize Business Center



- B. HP Just Right IT for Small Business
- C. HP SMB Solutions
- D. HP Authorized Reseller Solutions

Correct Answer: C

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#### QUESTION 5

Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

- A. Understanding the Customer Environment
- B. Closing the Deal
- C. Generating a Customer Offer
- D. Qualifying the Opportunity

Correct Answer: D

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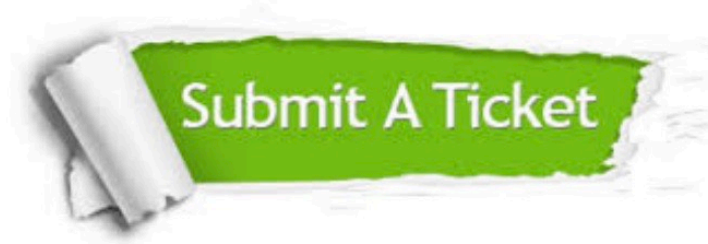
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