Vendor: HP

Exam Code: HP2-E43

Exam Name: Selling HP SMB Solutions

Version: DEMO

1.In response to business growth, some companies add new IT hardware without having a clear IT strategy or plan to keep up with that growth. What is this IT trend called?
A. cloud computing
B. consolidation
C. sprawl
D. business protection
Answer: C

2.What are small and midmarket companies less likely to have on their websites than enterprise companies.?
A. an annual report for the shareholders
B. details about the company's products and services
C. company news
D. a distinctive brand
Answer: A

3.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