



Vendor: HP

Exam Code: HP2-K22

Exam Name: Selling HP StorageWorks P9000

Version: DEMO

1.What are two HP Converged Infrastructure Consulting Services? (Select two.)

- A. Visioning Workshop
- B. Proof of Concept
- C. Open SAN Implementation Service
- D. Architectural Transformation
- E. Legacy Application Transformation

Answer: A,B

2.What does the acronym SMART stand for in the Sales Meeting Planner document.?

- A. Specific, Measurable, Accessible, Ready, Timebound
- B. Strategic, Measurable, Accessible, Realistic, Timebound
- C. Specific, Measurable, Agreed, Realistic, Timebound
- D. Specific, Measurable, Agreed, Referral, Targeted

Answer: B

3.What are the four primary types of questions to ask your customers during sales meetings?

- A. Verification, Needs Identification, Opinion, Commitment
- B. Verification, Needs Identification, Open-ended, Competency
- C. Verification, Needs Identification, Open-ended, Competency
- D. Verification, Rhetorical, Opinion, Commitment

Answer: A

4.Which statement best describes the skill referred to as active listening"?

- A. It is a questioning strategy that encourages the customer to offer additional information.
- B. It is an approach used to prompt the customer towards a fast decision.
- C. It is a questioning approach that involves leading questions.
- D. It is a questioning strategy that employs short questions and rapid answers.

Answer: A

5.Which type of questions are the best to ask at the beginning of a sales meeting?

- A. Verification questions
- B. Opinion questions
- C. Needs Identification questions
- D. Commitment questions

Answer: A

6.Which two utilities or tools provide an improved P9500 user experience for storage administrators? (Select two.)

- A. Dual Disk Emulator
- B. Data Integrity Check
- C. Continental Clusters
- D. Command Line Interpreter (CLI)
- E. Enhanced Remote Web Console

Answer: D,E

7.Which two P9000 software solutions work in conjunction to automatically migrate data between faster, more expensive disks and slower, less expensive disks? (Select two.)

- A. CommandViewAE
- B. Smart Tiers
- C. Thin Provisioning
- D. Continuous Access
- E. Application Performance Extender (APEX)

Answer: B,C

8.What would be considered a mission-critical challenge for a customer?

- A. deciding on whether to deploy Solid State Drives (SSDs)
- B. identifying the refresh cycle for company laptops and desktops
- C. covering the rising maintenance costs on print servers
- D. improving Service Level Agreements (SLAs) with reduced funding

Answer: D

9.How does Smart Tiers allow customers to significantly improve disk array performance?

- A. through inter-mixing of disk drive types in array groups
- B. by moving entire volumes between tiers
- C. by data de-duplication
- D. through automatic relocation of pages between tiers

Answer: D

10.HP StorageWorks P9000 Data Exchange is included in which software category?

- A. Backup/Recovery Software
- B. Business Continuity Solutions
- C. Performance Management Software
- D. Mainframe Connectivity Software

Answer: D