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Exam : **HP2-E26**

Title : Selling HP Enterprise Solutions

Version : Demo

1.Performing a SWOT analysis will help you understand the customer perspective and positively affect the outcome of the HP solution. Which attributes are examined during a SWOT analysis?
A. services, workforce, outcomes, and tools
B. standards, workloads, operations, and technology
C. strengths, weaknesses, opportunities, and threats
D. servers, workstations, operating systems, and terminals
Answer: C

2.What is a revenue-generating initiative that a company might undertake?
A. supply chain consolidation
B. new product launch
C. IT staff outsourcing
D. virtualization study
Answer: B

3.Which focus area represents an old business paradigm?
A. business outcome focus
B. focus on innovation
C. focus on shared IT assets across the enterprise
D. operational focus
Answer: D

4.Which statement best describes stock market regulations, environmental requirements, and country policies?
A. They are major contributors to an economic recession.
B. They are business drivers that affect the current marketplace.
C. They are internal factors that customers can monitor and control.
D. They are primary considerations among systems administrators.
Answer: B

5.Stage Four of the HP Sales Cycle is the "Develop and propose the solution" stage. What is a key goal of this stage?
A. define final terms and conditions
B. confirm customer's budget and commitment
C. address customer requirements and show immediate ROI
D. assess the opportunity in terms of workload and performance
Answer: C