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**Exam** : **HP2-H30**

**Title** : Sales Essentials of HP  
Workstations

**Version** : DEMO

1.Which feature is an advantage of HP Z420 workstations over Dell Precision T3610, Lenovo ThinkStation S30, and Fujitsu Celsius M730?

- A.Energy Star qualification
- B.ISV certification
- C.liquid cooling option
- D.IPS Gen 2

**Answer: C**

Reference:[http://h20331.www2.hp.com/Hpsub/downloads/Liquid\\_Cooling\\_HP\\_Z420\\_Z820\\_Workstations.pdf](http://h20331.www2.hp.com/Hpsub/downloads/Liquid_Cooling_HP_Z420_Z820_Workstations.pdf)

2.Which HP ZBook mobile workstation is tested to MIL-STD 810G Standards?

- A.HP Zbook 14 and 17 mobile workstations
- B.HP ZBook 15 mobile workstation
- C.HP ZBook 17 mobile workstation
- D.HP ZBook 14 mobile workstation

**Answer: C**

Reference:[http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStoreSite/en\\_US/-/USD/ViewProductDetailStart?ProductUUID=uGAQ7EN5FuMAAAFBvtZsVdo8&CatalogCategoryID=http://h18000.www1.hp.com/products/quickspecs/14723\\_div/14723\\_div.PDF](http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStoreSite/en_US/-/USD/ViewProductDetailStart?ProductUUID=uGAQ7EN5FuMAAAFBvtZsVdo8&CatalogCategoryID=http://h18000.www1.hp.com/products/quickspecs/14723_div/14723_div.PDF)

3.Which type of user is always a good candidate for an HP 2 display?

- A.anyone who already has an HP workstation
- B.people in market segments where security is priority
- C.people who use document management systems
- D.mobile users who need displays for docking stations

**Answer: D**

4.Which HP Z family workstation series is ideal as an entry-level workstation to upsell from a desktop PC?

- A.HP Z620 workstation
- B.HP Z820 workstation
- C.HP Z420 workstation
- D.HP Z230 workstation

**Answer: D**

Reference:[http://www.techweekeurope.co.uk/news/hp-updates-its-desktop-workstation-range126558\(see horsepower\)](http://www.techweekeurope.co.uk/news/hp-updates-its-desktop-workstation-range126558(see%20horsepower))

5.Which costs influence workstation customers the most?

- A.maintenance costs of development tools
- B.purchase costs of tools and support equipment
- C.opportunity costs of retail or office floor space
- D.productivity costs of highly-compensated personnel

**Answer: D**

6.Which upgrade is best for a desktop-workstation customer who needs greater operating data integrity?

- A.display
- B.memory
- C.optical disk
- D.processor

**Answer: C**

Reference:<http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/en/sm/workstations/xw4300faq.html>(What is ECC memory? Why is ECC memory important?)

7.Which feature of HP ZBook mobile workstations provides the benefit of high performance graphics?

- A.HP Performance Advisor
- B.Next level AMD Processors
- C.fourth generation Intel Core i7 processors
- D.ISV certifications

**Answer: C**

Reference:[http://www.augi.com/library/sponsor-spotlight-new-hp-zbook-portfolio-for-augihotnews\(3rd para\)](http://www.augi.com/library/sponsor-spotlight-new-hp-zbook-portfolio-for-augihotnews(3rd para))

8.If your customer is a small firm of nuclear engineers who design cooling systems for nuclear reactors, which factor indicates the right choices for their new desktop computers?

- A.chassis form factor
- B.the numbers of new computers they want
- C.the need for network security
- D.the types of applications they use

**Answer: D**

9.Which feature of HP Z displays enables users to view standard colors that are the same on all devices?

- A.sRGB and Adobe RGB color accuracy
- B.IPS Gen 2
- C.TCO Certified Edge
- D.Displays Port 1.2

**Answer: A**

Reference:<http://www8.hp.com/us/en/campaigns/workstations/dreamcolor-displays.html>

10.Which feature is part of the HP Z420 value proposition?

- A.most powerful single-processor HP workstation
- B.support for single or dual socket processor configurations
- C.industry's most expandable chassis
- D.smallest form factor of HP workstations

**Answer: A**

Reference:[http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStoreSite/en\\_US/-/USD/ViewStandardCatalogBrowse?CatalogCategoryID=XkYQ7habYJkAAAFc.HEtkXzB&jumpid=re\\_r11260\\_shop\\_atlas\\_psg\\_wscpm\\_z420\\_products\\_preconfig/shopnow\\_z420](http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStoreSite/en_US/-/USD/ViewStandardCatalogBrowse?CatalogCategoryID=XkYQ7habYJkAAAFc.HEtkXzB&jumpid=re_r11260_shop_atlas_psg_wscpm_z420_products_preconfig/shopnow_z420)(check processor and the number of processors)