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Exam : **HP2-K22**

Title : 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. SpecifiS, 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