

100% Money Back
Guarantee

Vendor:HP

Exam Code:HP2-I15

Exam Name:Selling HP Business Personal Systems
Hardware 2020

Version:Demo

QUESTION 1

- A. It helps update and maintain software and security settings across a fleet of PCs.
- B. It helps develop and maintain a robust software image.
- C. It helps group PCs so they are easy to find.
- D. It helps physically locate PCs that have gone missing.

Correct Answer: A

QUESTION 2

Which HP display would be most useful for someone who spends most of their time traveling and has no fixed office?

- A. HP S1414-inch Portable Display
- B. HP E243p 23.8-Inch Sure View Monitor
- C. HP S340c 34-inch Curved Monitor
- D. HP E243d 23.8-inch Docking Monitor

Correct Answer: A

QUESTION 3

Which solution would be appropriate for task workers handling sensitive information in an open office environment?

- A. HP EliteDesk 800 G4 SFF PC with optional dust filters and with HP EliteDisplay E243 23.8-inch monitor
- B. HP U Mini G4 Workstation with HP Z27x G2 Studio Display
- C. HP EliteOne 800 G6 AiO PC with optional integrated privacy screen
- D. HP ProDesk 600 G4 Desktop Mini PC with optional dust filters and with HP EliteDisplay E233 23-inch Monitor

Correct Answer: C

QUESTION 4

What does the HP Secure Erase do?

- A. It updates and maintains software and security settings across a fleet of PCs and HP Enterprise printers.
- B. It quickly and effectively removes any malware from HP-protected personal systems and printer devices.
- C. It helps with real-time malware protection using deep neural nets, including zero-day attacks.

D. It permanently destroys sensitive information from hard drives and solid-state drives, so it can never be recovered or compromised.

Correct Answer: D

QUESTION 5

What does the HP Image Assistant Gen3 do?

- A. It updates and maintains software and security settings across a fleet of PCs and HP Enterprise printers.
- B. It monitors key processes, alerts both users and IT of any changes, and restarts them automatically.
- C. It helps with real-time malware protection using deep neural nets.
- D. It helps develop and maintain an up-to-date software image that has the latest patches and upgrades.

Correct Answer: D

QUESTION 6

What is true about HP Sure Click?

- A. It isolates web content in a virtual machine, where malware cannot affect other tabs, applications, or the operating system.
- B. It helps IT departments develop and maintain policies for supported web browsers.
- C. It helps IT administrators deploy and maintain security settings across a fleet of PCs.
- D. It monitors keyboard clicks and adjusts the feel of the keys so that the user has a nice experience using the keyboard on an HP EliteBook.

Correct Answer: A

QUESTION 7

Why is the HP Endpoint Security Controller integral to the HP security stack?

- A. It is the foundation of the HP security stack that creates the root of trust between the HP security solutions and the PC hardware.
- B. It is user-ready software that connects HP security services to the PC in a simple, intuitive way.
- C. It is another name given to the Trusted Platform Module (TPM), a dedicated microcontroller designed to secure the hardware through integrated cryptographic keys.
- D. It controls which information is sent to 3rd party security providers, including Intel and Microsoft.

Correct Answer: A

QUESTION 8

What does HP do to meet the needs of the changing demographics?

- A. HP is bringing out a new style of wearable computer that is perfectly suited for the changing demographic.
- B. HP offers purpose-built HP healthcare solutions and HP VR backpacks.
- C. HP creates retro-looking devices for the untapped silver generation market.
- D. HP creates an easy mode to simplify Microsoft Windows and thus make Windows easier to use.

Correct Answer: B

QUESTION 9

What is the correct response to the following customer question? What does HP Sure Run do for me?

- A. It has the capability to run all your office programs In the cloud to give you more speed on your computer.
- B. It monitors critical processes, alerts users and IT of any changes, and restarts stopped processes automatically. It is designed to keep you safe with little disruption.
- C. It monitors all applications to see if they are running correctly and not consuming too much memory, it also informs IT when you need more cloud storage space.
- D. While carrying your HP EliteBook, it monitors how many steps you take dally to keep you healthy.

Correct Answer: B

QUESTION 10

How can you Help your worldwide corporate and enterprise customers with stable, consistent images and managed lifecycle transitions?

- A. Offer installation and recycle services.
- B. Offer a product with an HP Care Pack.
- C. Offer a contract for after warranty care.
- D. Offer a product with global series support.

Correct Answer: D

QUESTION 11

What are the major differences between the experience age and the information age?

- A. The experience age is centered around the experiences people have while learning, including which school they attended and how it prepared them for future work.
- B. The experience age is about how the VR technology is changing our lives and our experiences.
- C. The experience age is about people working together, in the same office, with better technology, to solve shared problems.
- D. The experience age is centered around experiences, smart technology, and efficiency, with people working anywhere, at any time, often in shared offices or cafes.

Correct Answer: D

QUESTION 12

How should you address customer concerns relative to price?

- A. by focusing on key areas that show business value and highlight how the HP solutions offer best-in-class pricing for the value they deliver
- B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price
- C. by lowering the price with very little margin just secure the deal
- D. by telling them their competitor has just bought some and they don't want to be left behind

Correct Answer: A

Reference: <https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html>