Vendor: HP

Exam Code: HP2-E50

Exam Name: Consultative Selling of HP Mission Critical Technical Services

Version: DEMO

QUESTION 1
What is NOT one of the benefits of a consultative style of selling for HP partner sales reps?

A. customer satisfaction
B. customer loyalty and repeat business
C. customer education
D. quota achievement
E. decreased time spent in the sales process

Answer: D

QUESTION 2
What is an incorrect perception of a consultative selling approach.?

A. The sales process is accelerated.
B. It requires the sales person to lead the customer through a discovery discussion.
C. The sales process becomes long and arduous.
D. It drives need-based discussions.

Answer: C

QUESTION 3
What is a critical emphasis of consultative selling?

A. selling beyond what the customer wants to what they need
B. exploring all aspects of the customer s business so sales can make the mostinformed recommendation
C. using questioning techniques so the customer will be able to determine their own needs
D. meeting all customer requests for products and/or services

Answer: C

QUESTION 4
Which deliverable is NOT included with Proactive Select?

A. assigned Account Support Manager
B. selectable and scalable proactive services and solutions
C. reactive support
D. flexible pricing through the purchase of service credits

Answer: D

QUESTION 5
Which Mission Critical Service is NOT available as an HP Care Pack?

A. Mission Critical Partnership
B. Critical Service
C. Critical Advantage
D. Proactive24

E. Proactive Select

Answer: C

Thank You for Trying Our Product

Lead2pass Certification Exam Features:

★ More than 99,900 Satisfied Customers Worldwide.

★ Average 99.9% Success Rate.

★ Free Update to match latest and real exam scenarios.

★ Instant Download Access! No Setup required.

★ Questions & Answers are downloadable in PDF format and VCE test engine format.

★ Multi-Platform capabilities - Windows, Laptop, Mac, Android, iPhone, iPod, iPad.

★ 100% Guaranteed Success or 100% Money Back Guarantee.

★ Fast, helpful support 24x7.

View list of all certification exams: http://www.lead2pass.com/all-products.html

10% Discount Coupon Code: ASTR14