



Vendor: HP

Exam Code: HP2-H35

Exam Name: Sales Essentials of HP Workstations

Version: DEMO

QUESTION 1

What is HP Product Finder?

- A. An HP solution that keeps customers working and maximizes productivity
- B. An hp tool that helps determine which workstation is the most appropriate depending on workflow and provides recommended configurations
- C. An HP tool that configures a workstation and quickly provides a thorough and accurate understanding of system
- D. Resources and settings Q an HP tool that enables real-time collaboration for developing product graphics files

Answer: A

Explanation:

<http://www8.hp.com/in/en/large-format-printers/designjet-printers/overview.html>

QUESTION 2

What is the computational creation and manipulation of visual data?

- A. NAND technology
- B. Scanning technology
- C. Graphics technology
- D. Printing technology

Answer: C

QUESTION 3

Which notebook feature is Ideal for customers In media and entertainment and Is available as an option only with HP ZBooks?

- A. HP DreamColor
- B. ten key pad
- C. HP Sure Start
- D. multi-touch pad

Answer: B

QUESTION 4

What is the difference between sequential and random read/write storage?

- A. Sequential read/write is best for notebooks, while random read/write is best for desktops.
- B. Sequential read/write is best for large file access, while random read/write is best for database access or small updates to large files.
- C. Sequential read/write is best for desktops, while random read/write is best for notebooks.
- D. Sequential read/write is best for database access or small updates to large files, while random read/write is best for large file access.

Answer: D

QUESTION 5

Which feature is available for HP mobile workstations and not available for high-end HP business notebooks?

- A. Windows 8.1
- B. 14-inch display
- C. 17-inch display
- D. dual-core processors

Answer: D

Explanation:

http://www.hp.com/united-states/campaigns/workstations/images/datasheet_8570w.pdf

QUESTION 6

Why is healthcare a target market for HP workstations?

- A. Healthcare providers process graphically-intensive technologies, such as X-rays and CT scans.
- B. Healthcare office workflows require simplified computing technology.
- C. Healthcare is print-intensive and needs computers that can handle large print jobs.
- D. Healthcare buyers are price-conscious, especially with patient check-in kiosks.

Answer: C

Explanation:

<http://www8.hp.com/in/en/business-services/managed-print-services.html?compURI=1552729>

QUESTION 7

What usages are HP EliteBooks best suited for in healthcare settings?

- A. GPU computing
- B. Secure computing environment
- C. Patient data and record keeping
- D. Mission critical PC appliance

Answer: A

Explanation:

<http://www8.hp.com/in/en/campaigns/workstations/8570w.html>