



Vendor: HP

Exam Code: HP2-E36

Exam Name: Selling HP Virtualization Solutions

Version: DEMO

QUESTION 1

Given the turbulence in the economy over the past two years, what is most likely to happen with the IT decision-making process?

- A. More decisions will be made at the departmental level.
- B. More decisions will be made by Finance directors and CFOs.
- C. Most major decisions will be made within the IT department.
- D. Budgets will free up at the first sign of economic recovery.

Answer: B

QUESTION 2

What is the most important element of a Compelling Business Reason (CBR)?

- A. It is from the customer's point of view.
- B. It is concise.
- C. It highlights technical features.
- D. It has financial targets.

Answer: A

QUESTION 3

If your customer believes that you, as an HP Sales Representative, deliver quantifiable business value, what effects does that have on the selling process? (Select two.)

- A. It reduces price sensitivity around proposals.
- B. It opens the door to more competition.
- C. It creates customer loyalty.
- D. It increases the importance of product features.
- E. It results in increased discounting.

Answer: AC

QUESTION 4

Why would you ask Needs Identification questions in customer meetings? (Select two.)

- A. to speed the sales cycle
- B. to uncover customer problems
- C. to obtain customer commitment
- D. to determine the customer's bias
- E. to understand the business implications

Answer: BE

QUESTION 5

Which resource can help your customers address the disposition of old technology?

- A. HP Service Center
- B. HP Technology Services

- C. HP Financial Services
- D. HP Labs

Answer: C

QUESTION 6

For a customer in the SMB market space that's interested in VMware, which HP solution should be proposed?

- A. HP Virtualization Smart Bundle with Hyper-V
- B. Multi-site solution with VMware FT
- C. HP Virtualization Smart Bundle with VMware
- D. Virtual Connect Enterprise Manager

Answer: C

QUESTION 7

Why has the virtualization opportunity become so significant for sales representatives?

- A. More workloads are being deployed on virtual machines than on physical ones.
- B. Virtualization opportunities generally result in additional server sales.
- C. Technology vendors have focused on virtualization as their flagship solutions.
- D. Decision makers believe that tightly-integrated solutions limit their flexibility.

Answer: A

QUESTION 8

What are two general advantages of virtualization projects? (Select two.)

- A. simplified licensing management
- B. facilities/energy savings
- C. reduced need for high availability
- D. hardware savings
- E. ease of integration of legacy applications

Answer: AD

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