



**Vendor:** HP

**Exam Code:** HP2-H30

**Exam Name:** Sales Essentials of HP Workstations

**Version:** DEMO

#### QUESTION 1

Which feature is an advantage of HP Z420 workstations over Dell Precision T3610, Lenovo ThinkStation S30, and Fujitsu Celsius M730?

- A. Energy Star qualification
- B. ISV certification
- C. liquid cooling option
- D. IPS Gen 2

**Answer: C**

**Explanation:**

[http://h20331.www2.hp.com/Hpsub/downloads/Liquid\\_Cooling\\_HP\\_Z420\\_Z820\\_Workstations.pdf](http://h20331.www2.hp.com/Hpsub/downloads/Liquid_Cooling_HP_Z420_Z820_Workstations.pdf)

#### QUESTION 2

Which HP ZBook mobile workstation is tested to MIL-STD 810G Standards?

- A. HP Zbook 14 and 17 mobile workstations
- B. HP ZBook 15 mobile workstation
- C. HP ZBook 17 mobile workstation
- D. HP ZBook 14 mobile workstation

**Answer: C**

**Explanation:**

[http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en\\_US/-/USD/ViewProductDetail-Start?ProductUUID=uGAQ7EN5FuMAAAFBvtZsVdo8&CatalogCategoryID=http://h18000.www1.hp.com/products/quickspecs/14723\\_div/14723\\_div.PDF](http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en_US/-/USD/ViewProductDetail-Start?ProductUUID=uGAQ7EN5FuMAAAFBvtZsVdo8&CatalogCategoryID=http://h18000.www1.hp.com/products/quickspecs/14723_div/14723_div.PDF)

#### QUESTION 3

Which type of user is always a good candidate for an HP 2 display?

- A. anyone who already has an HP workstation
- B. people in market segments where security is priority
- C. people who use document management systems
- D. mobile users who need displays for docking stations

**Answer: D**

#### QUESTION 4

Which HP Z family workstation series is ideal as an entry-level workstation to upsell from a desktop PC?

- A. HP Z620 workstation
- B. HP Z820 workstation
- C. HP Z420 workstation
- D. HP Z230 workstation

**Answer: D**

**Explanation:**

<http://www.techweekeurope.co.uk/news/hp-updates-its-desktop-workstation-range-126558>(see horsepower)

**QUESTION 5**

Which costs influence workstation customers the most?

- A. maintenance costs of development tools
- B. purchase costs of tools and support equipment
- C. opportunity costs of retail or office floor space
- D. productivity costs of highly-compensated personnel

**Answer: D**

**QUESTION 6**

Which upgrade is best for a desktop-workstation customer who needs greater operating data integrity?

- A. display
- B. memory
- C. optical disk
- D. processor

**Answer: C**

**Explanation:**

<http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/en/sm/workstations/xw4300-faq.html>(What is ECC memory? Why is ECC memory important?)

**QUESTION 7**

Which feature of HP ZBook mobile workstations provides the benefit of high performance graphics?

- A. HP Performance Advisor
- B. Next level AMD Processors
- C. fourth generation Intel Core i7 processors
- D. ISV certifications

**Answer: C**

**Explanation:**

<http://www.augi.com/library/sponsor-spotlight-new-hp-zbook-portfolio-for-augi-hotnews>(3rd para)

**QUESTION 8**

If your customer is a small firm of nuclear engineers who design cooling systems for nuclear reactors, which factor indicates the right choices for their new desktop computers?

- A. chassis form factor
- B. the numbers of new computers they want
- C. the need for network security
- D. the types of applications they use

**Answer: D**

**QUESTION 9**

Which feature of HP Z displays enables users to view standard colors that are the same on all devices?

- A. sRGB and Adobe RGB color accuracy
- B. IPS Gen 2
- C. TCO Certified Edge
- D. Displays Port 1.2

**Answer: A**

**Explanation:**

<http://www8.hp.com/us/en/campaigns/workstations/dreamcolor-displays.html>

**QUESTION 10**

Which feature is part of the HP Z420 value proposition?

- A. most powerful single-processor HP workstation
- B. support for single or dual socket processor configurations
- C. industry's most expandable chassis
- D. smallest form factor of HP workstations

**Answer: A**

**Explanation:**

[http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en\\_US/-/USD/ViewStandardCatalog-Browse?CatalogCategoryID=XkYQ7habYJkAAAFc.HETkXzB&jumpid=re\\_r11260\\_shop\\_atlas\\_ps\\_g\\_wscpm\\_z420\\_products\\_preconfig/shopnow\\_z420\(check processor and the number of processors\)](http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en_US/-/USD/ViewStandardCatalog-Browse?CatalogCategoryID=XkYQ7habYJkAAAFc.HETkXzB&jumpid=re_r11260_shop_atlas_ps_g_wscpm_z420_products_preconfig/shopnow_z420(check processor and the number of processors))

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