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**Exam** : **HP2-H40**

**Title** : **Selling HP Personal Systems  
Hardware**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 A customer says that they knocked over a glass of water onto their notebook. How the customer needs a replacement, because the notebook is not working anymore. Which feature should be turned into a benefit for this customer?

- A. HP DuraFinish
- B. spill resistant keyboard
- C. HP DisplaySafe frame
- D. business-rugged magnesium chassis

**Answer:** C

NO.2 How does the HP Business Personal Systems portfolio go way beyond the product?

- A. by offering security, manageability, durability, and portfolio
- B. by offering the only real mobile solution out there
- C. by giving sales professionals tools to sell, such as myhpsalesguide.com
- D. by deploying an HP Eco Desktop Suite

**Answer:** C

NO.3 What is a benefit of selling HP value rather than specifications?

- A. it enables customers to review quotes from different organizations, and determine the optimum solution based on product needs.
- B. It allows customers to compare the features and advantages of a particular product, and assess the potential benefits for their organization.
- C. It ensures customers are able to realistically compare product features and determine the fastest products for their organization.
- D. It moves the conversation from price and product features, and enables the customer to recognize the tangible value of the solution in the context of their business needs

**Answer:** B

NO.4 What is the value behind a Lock and Hood Sensor?

- A. having a sensor that monitors changes in temperature
- B. physically securing a device
- C. easily set up and shares a connection across Wi-Fi-enabled devices
- D. ability to use HP's SpareKey

**Answer:** C

NO.5 What kind of worker is the target user for the HP 200 Notebook?

- A. task worker
- B. knowledge worker
- C. mobile professional
- D. basic user

**Answer:** A