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**Exam :** HP2-E26

**Title :** Selling HP Enterprise Solutions

**Vendors :** HP

**Version :** DEMO

NO.1 Which focus area represents an old business paradigm?

- A. business outcome focus
- B. focus on innovation
- C. focus on shared IT assets across the enterprise
- D. operational focus

Answer: D

NO.2 What is a revenue-generating initiative that a company might undertake?

- A. supply chain consolidation
- B. new product launch
- C. IT staff outsourcing
- D. virtualization study

Answer: B

NO.3 Which statement best describes stock market regulations, environmental requirements, and country policies?

- A. They are major contributors to an economic recession.
- B. They are business drivers that affect the current marketplace.
- C. They are internal factors that customers can monitor and control.
- D. They are primary considerations among systems administrators.

Answer: B

NO.4 Performing a SWOT analysis will help you understand the customer perspective and positively affect the outcome of the HP solution. Which attributes are examined during a SWOT analysis?

- A. services, workforce, outcomes, and tools
- B. standards, workloads, operations, and technology
- C. strengths, weaknesses, opportunities, and threats
- D. servers, workstations, operating systems, and terminals

Answer: C

NO.5 Stage Four of the HP Sales Cycle is the "Develop and propose the solution" stage. What is a key goal of this stage?

- A. define final terms and conditions
- B. confirm customer's budget and commitment

- C. address customer requirements and show immediate ROI
- D. assess the opportunity in terms of workload and performance

Answer: C