IT-DUMPS Q&A

Accurate study guides, High passing rate!
IT-dumps provides update free of charge in one year!

Exam : **HP5-B04D**

Title : BBBDelta - Selling HP Printing and Personal Systems Hardware

Version : Demo

1.Which outcome can be achieved through proactive management of PCs and personal tablets?

A. A reduction in help-desk calls

B. An ability to share files

C. An increase in knowledge of user location

D. A reduction in failure rates

Answer: A

2.Which mobile product should you recommend for the task worker type of user?

A. HP Spectre Pro

B. HP Z1 Workstation

C. HP EliteBook Folio

D. HP ProBook 400 or 600

Answer: D

Explanation:

3.What is the primary target customer market for the HP OfficeJet Pro and OfficeJet Pro X?

A. Small and medium business

B. Large enterprise

C. Home office

D. Mid-market

Answer: A

Explanation:

The HP Officejet Pro X series is the world's fastest desktop printer and that's according to the prestigious Guinness World Records 2014. Designed to meet the demanding and unique needs of small and medium sized businesses..

4.Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost

Which product line should you offer?

A. HP ElitePad

B. HP Business Desktops

C. HP Zero Clients

D. HP ProDesk

Answer: B

Explanation:

Reference:http://h20435.www2.hp.com/t5/367-Addison-Avenue-Blog/Expandable-Affordable-HP-s-ProDesk-400/ba-p/85111#.UwJU30KSxHg

5.What is a benefit of business value selling?

A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits for their organization.

B. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.

C. It ensures customers are able to realistically compare product features and advantages and determine the best solution 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: D