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Selling HP Personal Systems Services 2018

HP HP2-H65

Version Demo

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QUESTION NO: 1

Which types of HP Services contracts are available to your customers? (Select two.)

- A. Adjustable
- B. Transactional
- C. Standard
- D. Durational
- E. Custom

ANSWER: B D

QUESTION NO: 2

Which benefits are included in HP Services value proposition for the channel partners?

- A. Extend market reach; Maximize profitability; Strengthen customer relationships
- B. Build customer relationships; Maximize profitability; Reward growth
- C. Build revenue; Differentiate yourself; Sell more
- D. Extend market reach; Grow profits; Gain recognition

ANSWER: B

QUESTION NO: 3

Besides explaining that HP has installment payment solutions, how else should you counter a customer's objection that services cost too much?

- A. HP prevents your IT team from needed to spend time working on HP devices, which allows them to focus on their main purpose (innovation).
- B. HP Services give you predictability and greater control of the Total Cost of Ownership.
- C. HP Services can immediately and seamlessly replace your help desk.

D. HP Services can be purchased at extremely discounted prices.

ANSWER: A

QUESTION NO: 4

Which tool allows you to instantly find and share Care Pack Services and stay informed with the latest news on HP Services?

- A. HP Cirrus
- B. HP Sales Central
- C. HP Cross Sell Solution
- D. HP Support Center

ANSWER: B

QUESTION NO: 5

What does the HP Partner First Portal allow partners to do? (Select two.)

- A. register and track services
- B. create a quote
- C. check warranty coverage
- D. access information about HP hardware & services
- E. access business selling tools, training, and other resources such as HP Sales Central

ANSWER: A E

Explanation:

https://partner.hp.com/documents/46678/362954959/HP+PFP_New+Partner+Registration+Process+for+APJ+E