

HP2-E19 Certification I HP HP Partner Fundamentals 2009

Practice Exam: HP2-E19 Exams

Exam Number/Code: HP2-E19

Exam Name: HP Partner Fundamentals 2009

Questions and Answers: 59 Q&As

([Certification I](#))



Exam : [HP2-E19](#)

"HP Partner Fundamentals 2009 ", also known as HP2-E19 exam, is a HP certification. With the complete collection of questions and answers, TestInside has assembled to take you through 59 Q&As to your HP2-E19 Exam preparation. In the HP2-E19 exam resources, you will cover every field and category in HP Certification helping to ready you for your successful HP Certification.

Quality and Value for the HP2-E19 Exam TestInside Practice Exams for HP **Certification I** Certification HP2-E19 are written to the highest standards of technical accuracy, using only certified subject matter experts and published authors for development.

TestInside provide the professional Q&A.

1. We offer free update service for three month.

After you purchase our product, we will offer free update in time for three month.

2. High quality and Value for the HP2-E19 Exam.

HP2-E19 simulation test questions, including the examination question and the answer, complete by our senior IT lecturers and the Certification I product experts, included the current newest HP2-E19 examination questions.

3. 100% Guarantee to Pass Your Certification I exam and get your Certification I Certification.

If you do not pass the HP Certification HP2-E19 exam (HP Partner Fundamentals 2009) on your first attempt using our TestInside testing engine and pdf file, we will give you a FULL REFUND of your purchasing fee.

use TestInside HP2-E19 Q&A ensure you pass the exam at your first try.

TestInside professional provide Certification I HP2-E19 the newest Q&A, completely covers HP2-E19 test original topic. With our complete Certification I resources, you will minimize your Certification I cost and be ready to pass your HP2-E19 tests on Your First Try, 100% Money Back Guarantee included!

[HP HP2-E19](#) Test belongs to one of the Certification I certified test, if needs to obtain the Certification I certificate, you also need to participate in other related test, the details you may visit the [Certification I](#) certified topic, in there, you will see all related Certification I certified subject of examination.

TestInside Testing Engine Features

Comprehensive questions and answers about HP2-E19 exam

HP2-E19 exam questions accompanied by exhibits

Verified Answers Researched by Industry Experts and almost 100% correct

HP2-E19 exam questions updated on regular basis

Same type as the certification exams, HP2-E19 exam preparation is in multiple-choice questions (MCQs).

Tested by multiple times before publishing

Try free HP2-E19 exam demo before you decide to buy it in Test-Inside.com.

Note: This pdf demo do not include the question's picture.

Exam : HP HP2-E19

Title : HP Partner Fundamentals 2009

1. What is considered a compelling business reason?

- A. part of a proposal
- B. a reason to justify the IT investment
- C. a reason for the salesperson to attend a meeting
- D. a customer's reason for attending a meeting with a supplier

Answer: D

2. From the customer point of view, what is the main reason for the lack of progress in meetings with suppliers?

- A. poor listening
- B. salesperson spoke too much
- C. salesperson failed to follow up
- D. lack of preparation and planning

Answer: D

3. Why are probing questions so important in a sales situation? (Select two.)

- A. They help identify the budget.
- B. They help in terms of proposing the correct solution.
- C. They help identify or create the customer's real business needs.
- D. They help provide understanding of customer problems or challenges.

Answer: CD

4. What are the priorities for PSG for the next year? (Select three.)

- A. attach
- B. virtualization
- C. point of sales growth
- D. corporate rollout projects
- E. monitoring growth in design markets
- F. Notebooks in the Small Business, Small Office

Answer: ABF

5. Which cost reduction did IDC find for the move to virtualization across the desktop over the three year period?

- A. \$56,000 for 100 users
- B. \$82,000 for 100 users
- C. \$132,000 for 100 users
- D. \$232,000 for 100 users

Answer: C

6. Which percentage of customers interviewed said they felt meetings with suppliers made little, no or negative progress?

- A. 58%
- B. 68%
- C. 78%
- D. 88%

Answer: C

7. Why is it important to ask an Attitude question at the end of a sales meeting? (Select two.)

- A. to be polite
- B. to establish the decision date
- C. to establish the customer's real views about your proposals
- D. to enquire how someone else in the organization might view the proposals

Answer: CD

8. What is the Optimal Skills Program?

- A. a means to build product knowledge
- B. a way to develop skills to the highest levels
- C. a way to optimize training time and decrease company costs
- D. a way to link the necessary level of HP skills to the Partner Business Growth Strategy

Answer: B

9. On average, what is the maximum percent of time that salespeople spend on "active" selling?

- A. 10%
- B. 15%
- C. 20%
- D. 25%

Answer: C

10. What is the most important role of a salesperson?

- A. to ask questions
- B. to listen to the customer
- C. to deliver against expectations
- D. to align IT solutions with customer needs

Answer: B

[More HP2-E19 Information](#)

Related HP2-E19 Exams

[HP2-E19](#) *HP Partner Fundamentals 2009*

[HP0-J31](#) *HP Data Protector software Fundamentals for Windows*

[HP0-J32](#) *HP Data Protector software Fundamentals for UNIX*

Other HP Exams

[HP0-914](#) [HP0-768](#) [HP0-785](#) [HP0-A13](#) [HP0-757](#) [HP0-864](#) [HP0-054](#) [HP0-447](#)

[HP0-P19](#) [HP0-729](#) [HP2-B11](#) [HP0-876](#) [HP0-075](#) [HP0-P16](#) [HP0-S16](#) [HP0-702](#)

[HP0-136](#) [HP0-T01](#) [HP0-553](#) [HP0-461](#)