

# QUESTIONS & ANSWERS

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**HP**

## **HP2-H13**

*Selling HP Retail Point of Sale Solutions*

**Answer: C**

**QUESTION: 77**

Which competitor is considered one of the top five HP competitors in the Retail Point of Sale market?

- A. Star
- B. Pioneer
- C. PosiFlex
- D. NCR

**Answer: B**

**QUESTION: 78**

Which HP value should you focus on when your customer has Legacy IBM Point of Sale systems?

- A. latest technology
- B. 3-year warranty
- C. open standards
- D. software suite

**Answer: C**

**QUESTION: 79**

Around which two vertical segments of the market has HP developed a strategic initiative?

- A. General Retail and Hospitality
- B. Hospitality and Food Service
- C. Entertainment and General Retail
- D. Mass Merchandising and Hospitality

**Answer: D**

**QUESTION: 80**

What is one of the growth drivers that HP is focusing on in the go-to-market strategy?

- A. vertical market focus
- B. strong services focus
- C. consistent WW focus
- D. volume market focus

**Answer:** C

**QUESTION:** 81

Your customer is interested in purchasing an All-in-One Point of Sale system and needs to collect customer information for their mailing list. Which option should you recommend they add to their HP All-in-One system to make this a faster process?

- A. touch-enabled database
- B. voice recording software
- C. POS data entry keyboard
- D. POS or standard keyboard

**Answer:** A

**QUESTION:** 82

What is a key reason why HP might lose a sale for a Retail Point of Sale system?

- A. inability to compete in price and features
- B. sales team not doing pre-work or planning
- C. inability to provide customized solutions
- D. sales team being misled by the customer

**Answer:** D

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