Exam   :   **HP2-E27**

Title   :   HP Partner Fundamentals
             2010

Version   :   Demo

1.Which HP business unit had the highest percentage of revenue growth in fiscal year 2008?

A. Software

B. Services

C. Personal Systems Group (PSG)

D. Enterprise Storage and Servers (ESS)

E .Imaging and Printing Group

Answer: B

2.How much did HP Software grow their revenue by in fiscal year 2008?

A. 10%

B. 15%

C. 20%

D. 30%

Answer: C

3.By how much did HP Imaging and Printing Group (IPG) grow their revenues in fiscal year 2008?

A. 1%

B.   3%

C.   5%

D.   8%

E. 10%

Answer: B

4.In which ways can HP Finance help customers? (Select two.)

A. offer larger discounts

B. move costs to an operating expense category instead of capital expenses

C. provide programs to help partners accelerate sales

D. provide flexible payment structures

Answer: B,D

5.What is the easiest route to find the details for HP training and certification courses and learning events?

A. email an HP sales representative

B. telephone HP support

C. contact your manager

D. use Train & Certify on the HP Partner/Smart Portal

Answer: D

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