



Selling HP Retail Point of Sale Solutions – Exam

Version: 6.1

[Total Questions: 50]



Question No:1

Which capability does WES 7 OS provide?

- A. Space savings
- B. Single-channel content capability
- C. Integrated interactive multi-touch
- D. Thin bezels

Answer: C

Reference: http://www.youtube.com/watch?v=mwRLE7Fa-wE

Question No: 2

Which HP digital signage solutions include HP DreamColor calibration features?

- A. HP LD4220tm and LD4729tm digital signage displays
- B. HP LD4730 and LD4730G micro-bezel video wall displays
- C. HP LD4210 and LD4710 LCD digital signage displays
- **D.** Any HP 47-inch diagonal digital signage display

Answer: B

Reference:

http://h71016.www7.hp.com/dstore/html/pdfs/HP_LD4730_LD4730G_data_sheet_121311 %20FINAL.pdf (page 1, HP dreamcolor quality)

Question No: 3

Why is HP focusing on specific retail and hospitality sub-verticals?

- **A.** because POS is a critical part of their business and these customers are quick to adopt new technologies
- **B.** because these sub-verticals are likely to already use HP solutions in printing and IT
- **C.** because these sub-verticals represent the most progressive businesses in the retail industry



D. because these sub-verticals are likely to convert to POS technologies in the near term and have the capital to do it

Answer: D

Question No: 4

Which display has interactive touch-screen capabilities?

- A. HP LD4210 and LD4710 LCD digital signage displays
- B. HP LD4220tm and LD4729tm digital signage displays
- C. HP LD4730 and LD4730G micro-bezel video wall displays any
- D. HP 47-inch diagonal digital signage display

Answer: C

Question No:5

What value consideration does HP POS hardware offer over PCs?

- A. Precise graphics capabilities to display exact colors and sharp lines
- **B.** Appropriate number and type of ports to reduce cable clutter
- C. Wireless connectivity to enable public wifi hotspots
- **D.** Portability to operate anywhere in the store

Answer: B

Question No: 6

Why is HP well positioned for retail?

- **A.** HP is the world's largest technology company.
- **B.** HP offers a total end-to-end portfolio.
- **C.** HP is the first in the industry to offer retail solutions.
- **D.** HP operates in over 170 countries.

Answer: B