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Exam : **HP2-B115**

Title : **Selling HP Printing and
Personal Systems Hardware**

Vendor : **HP**

Version : **DEMO**

NO.1 When it comes to quality, how does a robust magnesium chassis help?

- A. reduces weight and maintains durability
- B. increases weight, decreasing chances of it falling over
- C. decreases chance of a short circuit
- D. will not rust

Answer: A

Reference:http://www.infotech.at/fileadmin/infotech/Downloads/PPG_New_Products.pdf(slide 12)

NO.2 Why does HP routinely test over 300 different paper types from around the planet?

- A. To find out what the Recommended Monthly Print Volume (RMPV) will be
- B. To rebrand them HP
- C. To ensure that no matter where the customer buys their paper from, their printer will perform as reliably as possible
- D. To check on the competition

Answer: C

Reference:<http://h20195.www2.hp.com/v2/getpdf.aspx/c04234596.pdf?ver=0>(slide 17)

NO.3 What is a benefit of HP Page Lift?

- A. the ability to print remotely
- B. a truly secure solution for scanning
- C. a cloud document management solution
- D. automatically enhanced documents or images

Answer: D

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx/4aa4-9592enw.pdf>

NO.4 How should you prove that inkjet printers perform well?

- A. Fiber Channel internal cabling
- B. 10 Gigabit network connection
- C. fast first page out and high color print speed up to 70ppm
- D. single pass duplex printing

Answer: C

NO.5 Where is the reseller's value in recommending an HP Printer or Scanner?

- A. HP has shipped over 200 million printers and 300 million scanners.
- B. Gartner recognizes HP as a leader in MFP, manageability, and security
- C. HP invests in new compatible paper types for emerging markets.
- D. HP only makes printers and helps to deflect selling scanners.

Answer: B

NO.6 A customer is looking to combine the functionality of a variety of devices in one space-saving device. What should you recommend?

- A. HP Quick Sets
- B. an HP Flow Scanner

- C. an HP multifunction printer
- D. any HP small workteam printer

Answer: C

Explanation:

The HP multifunction printer

Combines the functionality of a variety of devices into one space-saving device

Provides enhanced workflows and security for the imaging and printing environment

Important devices for digital document management

Reference:<http://www.slideshare.net/ssuser7a3e6e/11-hp-imaging-and-printing-salesfundamentals>(See Slide#54)

NO.7 Which HP feature allows wireless printing from HP Notebooks?

- A. HP Insight Control
- B. HP Web-Based Server
- C. HP ePrint Driver
- D. HP Client Automation

Answer: C

Reference:http://en.wikipedia.org/wiki/HP_ePrint