Vendor: HP

Exam Code: HP2-B117

Exam Name: Selling HP Printing and Personal Systems Hardware

Version: DEMO

QUESTION 1
Why is it important to understand the subtleties involved in the use of color in documents?

A. Because colors connote different meanings to people in various cultures
B. Because some colors change when printed on certain types of media
C. Because HP printing devices are unable to reproduce some colors
D. Because certain colors cost more to print than others do

Answer: B

QUESTION 2
Which trend presents a growing security challenge for IT staff?

A. Large numbers of people upgrading to the latest Windows operating system
B. Larger percentages of users installing their own anti-virus software
C. More people printing to fewer printing devices
D. Bring Your Own Device (BYOD) to work scenarios

Answer: A

QUESTION 3
What are some customer benefits of purchasing an HP DesignJet printer rather than outsourcing wide format printing? (Select two.)

A. Reducing energy consumption
B. Configuring and maintaining the printer
C. Controlling the customer's intellectual property
D. Printing on demand
E. More choices of media

Answer: C

QUESTION 4
What is the key technology behind the leading first page out performance of HP LaserJet printing devices?

A. HP FastRes
B. HP color tables
C. HP intelligent networking
D. HP instant-on fuser

Answer: D

QUESTION 5
What is one advantage of a transactional sales approach compared to a contractual sales approach?

A. More profitable
B. No significant time investment required

C. Price competition
D. More effort required to close

Answer: B

QUESTION 6
What purpose does HP Embedded Capture serve in a network environment?

A. Enhances authorization and authentication features
B. Manages the HP imaging and printing fleet
C. Enforces IT baseline policies
D. Enhances digital sending capabilities

Answer: C

QUESTION 7
What is required in order to manage HP OfficeJet Pro X printers and MFPs using HP Web Jetadmin?

A. HP ePrint email address
B. HP Jetdirect print server accessory
C. Standard network Ethernet or wireless connection
D. Active Directory, LDAP, or Kerberos access

Answer: C

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