

100% Money Back Guarantee

Vendor: HP

Exam Code: HP2-B115

Exam Name: Selling HP Printing and Personal Systems
Hardware Exam

Version: Demo

QUESTION 1

What can you find at MyHPSalesGuide.com? (Select three.)

- A. product specifications
- B. cashback guides
- C. support phone numbers
- D. supplies and accessories
- E. training exams
- F. specific pricing
- G. product selection help

Correct Answer: ADG

QUESTION 2

Where is the value in having a high Recommended Monthly Page Volume (RMPV) on an HP OfficeJet printer?

- A. It counts mobile printed pages.
- B. This demonstrates that they are durable all the way up to an Enterprise environment
- C. This keeps the printouts durable and document proof
- D. This allows for full compatibility with the HP Flow scanners and ADFs.

Correct Answer: B

QUESTION 3

How has HP managed to ship more laser printers than any other competitor'?

- A. because of the introduction of color printing in 2013
- B. because HP sells the cheapest printers in the market
- C. because HP addresses the customer's needs
- D. because HP is the only company that offers an MFP printer

Correct Answer: C

QUESTION 4

For which reason is the lack of portability a significant advantage for desktop PCs?

- A. high performance
- B. security
- C. low TCO
- D. Flexibility

Correct Answer: A

QUESTION 5

What is a differentiating feature on the HP ElitePad 1000 series'?

- A. an 18 inch-screen and an enhanced graphics card
- B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket
- C. a titanium case with a new-style screen and keyboard
- D. an automatic lock and data disposal

Correct Answer: B

QUESTION 6

Which management software solution allows IT administrators to deploy OS, software, and system configuration?

- A. LANDesk management software
- B. Insight Control management software
- C. Data Protector management software
- D. HP Embedded Web Server software

Correct Answer: C

QUESTION 7

What is a benefit of selling HP value rather than specifications'?

- A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits for their organization.
- B. It ensures customers are able to realistically compare product features and determine the fastest products for their organization.
- C. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.
- D. It moves the conversation from price and product features and enables the customer to recognize the tangible value of the solution in the context of their business needs.

Correct Answer: D

QUESTION 8

Your customer is experiencing problems with users losing their Elitepads. Which HP solution can alleviate this issue?

- A. HP Find My PC
- B. Enhanced Pre-Boot Security
- C. File Sanitizer
- D. Privacy Manager

Correct Answer: A

QUESTION 9

What is the value behind wireless hot-spots?

- A. having a low data plan
- B. ability to hot capture a document on the spot
- C. easily set up and shares an Internet connection across WiFi-enabled devices
- D. ability to print from anywhere

Correct Answer: C

QUESTION 10

What are the benefits of cloud storage? (Select two.)

- A. low cost
- B. accurate and easy retrieval of documents
- C. zero paper use in your office
- D. brings down the barriers to color printing
- E. access from everywhere
- F. easy to set up supplies alerts for your printers

Correct Answer: AE

QUESTION 11

Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost. Which product line should you offer?

- A. HP ElitePad
- B. HP Thin Clients
- C. HP Business Desktops
- D. HP EliteBook Folio 1000

Correct Answer: D

QUESTION 12

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.

Correct Answer: B

QUESTION 13

Which HP solution allows IT administrators to quickly and easily configure and update fleet- wide network settings?

- A. LANDesk
- B. HP Embedded Web Server
- C. HP Device Manager
- D. HP Web Jetadmin

Correct Answer: D

QUESTION 14

How do HP PPS Solutions go way beyond the product?

- A. by offering mobility, security, manageability, value for money, and reliability
- B. by offering the only real mobile solution out there
- C. by giving sales professionals tools to sell, like myhpsalesguide.com
- D. by deploying an HP Eco Desktop Suite

Correct Answer: A

QUESTION 15

What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility?

- A. software costs
- B. back end and architecture changes
- C. data security
- D. IT training

Correct Answer: B

QUESTION 16

How should you prove that inkjet printers perform well?

- A. Fiber Channel internal cabling
- B. 10 Gigabit network connection

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