Vendor: HP

Exam Code: HP2-B29

Exam Name: Consulting on HP Printing Solutions

Version: DEMO

QUESTION 1
Where is the best place to find information about HP solutions?

A. HP Easy Fix
B. HP Partner Portal
C. HP Instant Reference Guide
D. HP Global Solutions Catalogue

Answer: B

QUESTION 2
What helps you to successfully sell and implement a solution?

A. Experience
B. revenue sharing
C. supplies knowledge
D. transactional selling knowledge

Answer: D

QUESTION 3
Where can you apply the knowledge learned while implementing solutions for a customer who is part of a vertical market?

A. in all vertical markets
B. in your own business
C. with other similar customers
D. with enterprise customers

Answer: D

QUESTION 4
What are the results of using HP MFP to consolidate the functionality of several devices? (Select two.)

A. increased space
B. increased toner life
C. increased functionality
D. increased paper savings
E. increased storage capacity

Answer: AE

QUESTION 5
What do you need in order to provide your customer with an HP printing solution? (Select two.)

A. knowledge of the HP portfolio
B. an understanding of your customer's needs
C. the ability to identify competitive situations

D. knowledge of how to deliver complex technology
E. an understanding of your customer's corporate structure

Answer: BE

QUESTION 6
What is one way to uncover solutions opportunities inside a customer's business?

A. by looking at order history
B. by using HP Web Jetadmin 10
C. by surveying competitive businesses
D. by interviewing end users and decision makers

Answer: B

QUESTION 7
What should you do after identifying a customer business issue as an opportunity? (Select two.)

A. Cross-sell and up-sell the solution now.
B. Help your contact sell the solution internally.
C. Notify the CEO of the company.
D. Immediately begin working on the solution.
E. Communicate the value of the solution's benefits beyond just dollars.

Answer: AB

QUESTION 8
Your new client's IT Manager and departmental managers understand the benefits that your solutions offer. However, the CIO and other senior management do not. How can you help convince the CIO of your solutions' value?

A. Create a project plan that details cost information across time.
B. Build a scenario that demonstrates the negative consequences of failing to implement your solutions.
C. Send in your topsales person to help convince the CIO.
D. Help the IT Manager build a cost/benefit analysis to demonstrate the value of the project.

Answer: D

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