



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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