

HP

Exam HP2-B115

Selling HP Printing and Personal Systems Hardware

Version: 7.0

[Total Questions: 64]

Question No : 1

Your customer tells you that they had problems in the past with the keys on their Notebook wearing out. Which feature should you turn into a benefit for the customer'?

- A. HP DuraKeys
- B. spill resistant keyboard
- C. HP 3D DriveGuard
- D. HP DuraFinish

Answer: A

Reference:<http://blog.laptopmag.com/hp-elitebook-8740w-workstations-display-shows-an-incredible-1-billion-colors>

Question No : 2

What is the customer benefit behind HP Wireless Direct printing?

- A. Making a wireless encrypted connection directly to the printer does not require access to a corporate network.
- B. Store print jobs on your mobile device until the user is at the printer to ensure output can be collected immediately.
- C. Printing via an Ethernet cable connection avoids potential security risks associated with wireless networks.
- D. Connecting and printing via the cloud takes out the need for corporate networks.

Answer: A

Reference:http://c242173.r73.cf3.rackcdn.com/HP-297658581-JetDirect_2800w_white_paper_FINAL.pdf

Question No : 3

Which serviceability benefit does the HP 800 series offer?

- A. a replacement device within twodays

- B. remote servicing support
- C. EasyAccess door
- D. a two-hour, onsite visit

Answer: C

Reference:http://www.infotech.at/fileadmin/infotech/Downloads/PPG_New_Products.pdf(slide 22)

Question No : 4

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-sales-fundamentals>(See Slide#54)

Question No : 5

Which capability of the HP Workstation Z1 is key to its serviceability?

- A. flexible placement options
- B. USB 3.0 support
- C. flexible configuration options
- D. tool-less access

Answer: D

Explanation: Tool-less chassis Similar to other HP Z Workstations, the HP Z1's internal components are easily serviceable, and most of them require no tools to remove and replace. The following components are all toolless

Reference:http://h20331.www2.hp.com/hpsub/downloads/z1_chassis_system_highlights083012.pdf

Question No : 6

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

Question No : 7

What helps HP achieve best-in-class reliability?

- A. resellers giving HP feedback on how reliable their printers are
- B. using expensive premium and exotic materials
- C. using the HP Total Test process
- D. allowing millions of customers to test HP printers when they buy them

Answer: A

Question No : 8

HP HP2-B115 : Practice Test

A customer tells you that they have dropped their Notebook and need a replacement, as their hard drive is not working anymore which feature should you turn into a benefit for the customer?

- A. HP 3D DriveGuard
- B. HP DisplaySafe frame
- C. HPDuraFinish
- D. spill resistant keyboard

Answer: A

Question No : 9

Within a company, what does a typical user want from a mobile device? (Select two.)

- A. easy to centrally manage
- B. sleek and thin design
- C. global availability
- D. latest technology
- E. easy deployment
- F. cheap purchasing price

Answer: B,D

Question No : 10

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

Answer: C

Question No : 11