

# HP

## Exam HP2-B22

### IPG Sales Fundamentals v8.1

Version: 6.0

[ Total Questions: 75 ]

**Question No : 1**

What is a new trend in imaging and printing document workflow?

- A. printing booklets
- B. scan to email
- C. printing and then copying documents
- D. distributing hard copies of documents by hand

**Answer: C**

**Question No : 2**

Which printing trend is the result of the increase in original digital content?

- A. Fewer documents are being printed.
- B. Business is not concerned about printing costs.
- C. Documents are copied on paper and then distributed.
- D. Documents are distributed electronically and then printed.

**Answer: D**

**Question No : 3**

What are accurate descriptions of a first impression in business? (Select two.)

- A. always positive
- B. easy to change
- C. difficult to change
- D. based upon detailed information
- E. made in the first 5 to 30 seconds

**Answer: A,D**

**Question No : 4**

Which HP Color LaserJet advantage can be attributed to HP Color Sphere technology?

- A. superior reliability
- B. fastest first page out
- C. lowest cost per page
- D. highest rated print quality

**Answer: D**

**Question No : 5**

What are the key printing technology trends?

- A. color, convergence and networking
- B. MFP, networking and AIO
- C. VOIP, color, copying
- D. digital fax, cluster print, AIO

**Answer: B**

**Question No : 6**

What is one result of the availability of digital content?

- A. less need for paper documents
- B. a decrease in the amount of printing
- C. an increase in the amount of printing
- D. more printed material included in product packages

**Answer: B**

**Question No : 7**

What are the three main reasons why customers print?

- A. habit, easy, cheap
- B. habit, color, media
- C. habit, communicate, legal
- D. habit, easy to file, easy to discard

**Answer: C**

**Question No : 8**

How does the HP \$3.6 billion R&D investment benefit HP resellers?

- A. Accessories connect easily to HP devices.
- B. HP devices have the biggest display screens.
- C. Larger paper sizes are supported on HP devices.
- D. Products and solutions create customer demand.

**Answer: D**

**Question No : 9**

Why has there been an increase in the use of color printing in business? (Select two.)

- A. Businesses are printing more pictures.
- B. It is cheaper than printing monochrome.
- C. Fewer monochrome printers are available.
- D. There are benefits of using color in documents.
- E. There have been reductions in the cost of color printing.

**Answer: D,E**

**Question No : 10**

Which imaging and printing process is becoming less important because of digital content?

- A. printing
- B. stapling
- C. copying
- D. scanning

**Answer: D**

**Question No : 11**

HP Edgeline technology is a result of which HP technological breakthrough?

- A. HP Scalable Print Technology (SPT)
- B. HP ImageREt Technology
- C. HP ColorSphere Toner
- D. HP Web Jetadmin Technology

**Answer: A**

**Question No : 12**

The value of a business document depends upon \_\_\_\_\_ & \_\_\_\_\_? (Select two.)

- A. a simple calculation of distribution costs
- B. the cost of the toner and paper used to print
- C. the intended purpose of the document
- D. notan important factor in doing business for SMB companies
- E. theinterpretation of the reader/user of the document

**Answer: A,C**

**Question No : 13**

What is one possible result of a document that is designed or printed poorly?

- A. diversified sales
- B. slow printer output
- C. frustrated customers
- D. competitive advantage

**Answer: C**

**Question No : 14**