



# **Selling HP Graphics Printing**

Version: 6.0

[Total Questions: 50]

http://www.maitiku.com QQ:860424807



## **Question No:1**

How many single sheets of media can you load at a time on the FB500?

A. 2 sheetsB. 4 sheetsC. 6 sheetsD. 8 sheets

#### **Answer: B**

Reference:

http://www.hp.com/hpinfo/newsroom/press\_kits/2010/IPEX2010/HP\_Scitex\_FB500\_DS.pdf

### **Question No:2**

Which printer feature enables the ability to print double-sided prints on an HP Latex printer?

### A. OMAS

- **B.** The RIP included in the box
- C. Embedded i1 spectrophotometer
- D. Dual roll kit

### Answer: B

Reference:

http://www.hp.com/hpinfo/newsroom/press\_kits/2014/LFGraphics2014/LatexGuide.pdf

### **Question No:3**

With car wrapping and solvent printing technology, why is it recommended to wait 24 to 48 hours before laminating the print?

A. To avoid odor from the print

#### **B.** To avoid color changes

- C. To avoid lamination errors
- D. To avoid solvent entrapment

#### Answer: C

### **Question No:4**

Which advantages should you point out if you are trying to upsell your customer from a Latex 330 to a Latex 360? (Select three.)

- **A.** Double-sided printing
- **B.** Standard take up reel
- C. Automatic ICC profile creation with on-board spectrophotometer
- D. 64" print width
- **E.** Printing on porous textiles
- F. Sai HP Edition Premium RIP in the box

#### Answer: A,C,D

### **Question No:5**

The free HP WallArt solution gives you access to professional design content provided by which company?

- A. Images Unlimited
- B. Prints and More
- **C.** Hewlett Packard
- **D.** Fotolia

### **Answer: D**

Reference:

http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA5-6190EEW.pdf

### **Question No:6**



## HP HP2-H38 : Practice Test

The Latex 300 series features easy operation with intuitive media management from the touch screen, which is radically simplified. Your customer wants generic profiles and access to more online, the ability to customize media settings, and the ability to create custom ICC profiles. Which printer should you recommend?

A. The Latex 310
B. The Latex 330
C. The Latex 360
D. Any of the 300 series, as they all have these features and benefits

Answer: C Reference:

http://www8.hp.com/in/en/commercial-printers/latex-printers/360.html

# **Question No:7**

When talking to customers about the advantages of all generations of latex inks over solvent inks, what is the fundamental message that should be conveyed?

**A.** High-quality results with scratch resistance, compared to hard-solvent inks on selfadhesive vinyl and PVC banner

B. Reduced cost without compromising quality

**C.** Great results on all types of paper, including low-cost uncoated papers and traditional offset papers

D. Eliminated drying time (prints are fully dried inside the printer, ready to be used)

### Answer: C

Reference:

http://www.hp.com/hpinfo/newsroom/press\_kits/2013/HPatPRINT13/Latex260.pdf

# **Question No:8**

The additive color model is defined by values in what range?