

HP

Exam HP5-B04D

Delta - Selling HP Printing and Personal Systems Hardware

Version: 7.0

[Total Questions: 151]

HP HP5-B04D : Practice Test

Question No : 1

Your customer needs personal computing devices for complex analysis of company data. Which solution should you recommend'?

- A. HP EliteBook
- B. HPElitePad
- C. HP EliteDesk
- D. HP NoteBook

Answer: A

Question No : 2

Which HP capability allows IT administration staff to prevent the use of unwanted USB keys?

- A. HP Device Manager
- B. HP Universal Print Driver
- C. HP WebJetadmin
- D. HP Embedded Web Server

Answer: A

Explanation:

HP Device Manager protects against unwanted USB keys

Question No : 3

Which mobile product should you recommend for the task worker type of user?

- A. HP Spectre Pro
- B. HP Z1 Workstation
- C. HP EliteBook Folio
- D. HP ProBook 400 or 600

Answer: D

Question No : 4

In an HP study it was shown that IT support staff can reduce the hours spent working on print drivers by as much as 50% and achieve what decrease in manpower to integrate printers?

- A. 35%
- B. 55%
- C. 75%
- D. 95%

Answer: C

Explanation:

In an HP study it was shown that IT support staff can reduce the hours spent working on print drivers by as much as 50% and achieve a 75% decrease in manpower to integrate printers.

Question No : 5

Which HP capability replaces the BIOS boot block if a virus corrupts the notebook?

- A. HP Device Manager
- B. HP Sure Start
- C. HP ProtectTools
- D. HP Page Lift

Answer: B

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-8955ENW.pdf> (last page, see the image)

Question No : 6

HP HP5-B04D : Practice Test

Your SMB customer has a series of ad hoc paper-based processes to manage their business. They need to create workflows to improve their efficiency.

Which solution would you recommend?

- A. A Smart MFP solution, like an HP Flow MFP
- B. A Smart MFP solution, like an HP Flow MFP, plus HP Capture and Route
- C. A high speed scanner, like an HP Scanjet Enterprise Flow N9120 Flatbed scanner
- D. A full document management system with integrated document and applications workflows

Answer: A

Question No : 7

Where is the customer value on the Universal Print Driver?

- A. one driver for all HP LaserJet MFPs, most printers, and some HP Officejets
- B. HP image preview, which allows view, zoom, edit, and re-order
- C. the ability to store documents in the cloud through just one driver
- D. industry-leading fleet management for just 15 Euros per month

Answer: C

Question No : 8

What is a security benefit of a secure hard disk with full hardware encryption?

- A. It allows customers up to 32MB of space on the printer
- B. It allows customers to control who can print, what can be printed, and when printing can occur
- C. It gives customers peace of mind that anything saved to the printer is fully secure.
- D. It gives customers the choice to save their documents to the cloud or the printer.

Answer: C

Question No : 9

Which serviceability benefit does the HP 800 series offer?

- A. a replacement device within two days
- 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 : 10

If your customer is looking to remotely configure, monitor, restore, and customize BIOS. What should you recommend?

- A. HP ProtectTools
- B. HP Device Manager
- C. HP Sure Start
- D. HP BIOSphere

Answer: A

Question No : 11

The HP All-in-One desktop solution is appropriate for which customer application?

- A. Healthcare CT scan systems
- B. Trading room workstation
- C. Video game development
- D. Office hoteling/hot-desking

Answer: D

Explanation:

All-in-One desktops are ideal for customer self-service, particularly for high profile deployments where a stylish, progressive and clutter-free impression is retained by visitors and clients, for example in Hotel Lobbies, Airline Clubs, Banks, and Customer Service

Locations

Question No : 12

What is a benefit of selling HP value rather than specifications'?

- A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits for their organization.
- B. It ensures customers are able to realistically compare product features and determine the fastest products for their organization.
- C. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.
- D. It moves the conversation from price and product features and enables the customer to recognize the tangible value of the solution in the context of their business needs.

Answer: D

Question No : 13

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 : 14

HP HP5-B04D : Practice Test

Your customer is experiencing problems with users forgetting their passwords. Which HP ProtectTools solution can alleviate this issue?

- A. File Sanitizer
- B. Privacy Manager
- C. Enhanced Pre-Boot Security
- D. HP Spare Key

Answer: D

Reference: <http://h10032.www1.hp.com/ctg/Manual/c02958207.pdf>

Question No : 15

HP ink must interact with which component?

- A. nozzle design
- B. HP transfer drum
- C. driver software
- D. HP durable label paper

Answer: D

Question No : 16

Your customer needs a discreet personal computing device for their reception area. Which form factor should you recommend?

- A. small form factor (SFF)
- B. tower (TWE)
- C. desktop mini (DM)
- D. ultra slim desktop (USDT)

Answer: D

Question No : 17

What is the name of the HP print cartridge return and recycle program?

- A. HP Earth Care
- B. HP Go Recycle
- C. HP Planet Partner
- D. HP Environmental Care Pack

Answer: C

Question No : 18

Where is the value in having a high Recommended Monthly Page Volume (RMPV) on an HP OfficeJet printer?

- A. It counts mobile printed pages.
- B. This demonstrates that they are durable all the way up to an Enterprise environment
- C. This keeps the printouts durable and document proof
- D. This allows for full compatibility with the HP Flow scanners and ADFs.

Answer: B

Question No : 19

A customer is looking for best cost per page for black text, but hardly uses color. Which ink cartridges should be recommended?

- A. standard fill black and color
- B. higher fill value black and standard color
- C. a two-pack XL black
- D. two standard black and one value color

Answer: B

Question No : 20

What is the advantage to the customer of HP pigmented inks with enhanced durability?

- A. Reduced risk of smearing and fading
- B. Lower entry price
- C. A lower cost per page because cartridges last longer
- D. No leakage from cartridges

Answer: A

Explanation:

The latest HP pigmented inks come with enhanced durability that mean no more smearing.

Question No : 21

What is the key advantage of the HP strategy that enables enhanced efficiency improvements and savings in workflow costs?

- A. HP has inkjet printers that offer half the cost and twice the speed of laser printers.
- B. HP has Flow capabilities across the printing and scanner families.
- C. HP has MFP devices capable of scanning 10,000 pages per day.
- D. HP has scanners capable of scanning 10,000 pages per day.

Answer: B

Question No : 22

What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility?

- A. software costs
- B. back end and architecture changes
- C. data security
- D. IT training

Answer: B

Question No : 23

Which HP feature allows wireless printing from HP Notebooks?

- A. HP Insight Control
- B. HP Web-Based Server
- C. HP ePrint Driver
- D. HP Client Automation

Answer: C

Reference: http://en.wikipedia.org/wiki/HP_ePrint

Question No : 24

Why is color important to your customer? (Select two.)

- A. It is cheaper than mono printing.
- B. It uses less power than mono printing.
- C. It increases readership by 75%.
- D. It means they can use the universal print driver to its full potential.
- E. It gives businesses a competitive edge

Answer: B,E

Question No : 25

Which key feature of the HP ElitePad 900 distinguishes it as a true business tablet and reduces the need to port or develop applications?

- A. Integration with HP Web Jetadmin
- B. X86 compatibility with existing Windows applications
- C. 16:10 Aspect Ratio
- D. Remote connectivity to HP LANDesk

Answer: B

Reference: http://pcevolve.com/HP/How%20Do%20I%20Sell%20It/HP-ElitePad_Sales_Playbook.pdf (page 2, x86 and windows compatible)