KTest

高品質　より良いサービス



練習問題

https://www.ktest.jp

1年間無料アップデート

Exam : **HP2-B111**

Title : Selling HP Printing Solutions Exam

Version : Demo

1.Which description of an imaging and printing solution is accurate?
A. a review of all available software that works with imaging and printing devices
B. a long-term strategic plan
C. a combination of hardware and software that addresses the problem
D. a new printer
Answer: C
Explanation:
The imaging and printing solution is a combination of hardware and software working together to address paper intensive business processes. The imaging solution is normally a scanner and the printing solution is a printer. These machines use specific software to work and provide a host of tools to address paper intensive business problems.

2.What is the core concept of the HP Design-for-Environment program?
A. designing HP products with a concern for end-of-life disposal
B. designing HP products to be the least expensive on the market
C. designing HP products to be aesthetically pleasing
D. designing HP products to be made only from recycled products
Answer: A

3.How does a fax driver improve the workflow?
A. A fax driver sends all faxes to a designated device with one phone line.
B. A fax driver provides a confirmation printout confirming the delivery of the fax.
C. A fax driver routes faxes to an outsourced company that can deliver faxes cheaper than a business can, due to volume.
D. A fax driver allows users to configure cover pages at their PCs.
Answer: A

4.Which step of creating an optimization plan allows you to determine which types of devices the customer needs?
A. Obtain an accurate inventory of devices
B. Consolidate models, manufacturers, and tasks.
C. Monitor for efficient users.
D. Collect usage history for each device and look for duplication of tasks.
Answer: D

5.Which statement is true about how customers typically view office printing costs?
A. Customers typically look at hardware costs, but they do not consider IT costs or the cost of supplies.
B. Customers typically look at IT costs and the costs of supplies, but they do not consider hardware costs.
C. Customers typically look at hardware and IT costs, but they do not consider costs of supplies.
D. Customers typically look at the costs of supplies and hardware, but they do not consider IT costs.
Answer: D
Explanation:
Most customers look for the total cost of ownership. The normally include supplies and hardware but they ignore the costs of personnel working to make sure the printing solutions work properly and without any

problems. IT costs are not generally considered.

6.What is an example of business networking?
A. attending an online workshop for professional development
B. following the links on a company's website
C. reading a company's tweets
D. using LinkedIn to find common contacts
Answer: D

7.Which feature should an IT manager use to set confidential printing as the default, and to require users to enter a PIN to print a print job?
A. HP Web Jetadmin
B. HP Managed Printer Lists
C. HP Embedded Web Server
D. HP Managed Print Administration
Answer: A

8.A customer says, "I need to reduce my supplies and printing costs."
Which diagnostic question should you ask this customer?
A. What are the standard compliance regulations for your industry?
B. How are you controlling color access?
C. How do you secure your workstations over the network?
D. How do you manage scanners on the network?
Answer: B
Explanation:
The customer said he wants to reduce supplies and printing costs. By controlling the amount of color printed documents, customer can reduce supplies and printing costs since color prints taking more resources than the black and white documents. Printing the document in simple black and white can greatly reduce supplies and printing costs.

9.What is one way to study publically-available information about your customers?
A. Obtain annual financial reports from other verticals.
B. Obtain facilities spending and marketing budget information.
C. Use websites and annual reports.
D. Conduct a workshop with them.
Answer: C
Explanation:
You don’t need to conduct a workshop or obtain annual financial reports or even obtain facilities spending and market budget information to study the information needed to understand your customer. The information you need is available in detail on their websites and in their annual reports. You’d get an overview of finances, marketing budget information and other relevant information easily from their websites. Since this information is available publicly, customers put it on the websites and publish annual reports.

10.A customer says, "I need to reduce the amount of time I spend managing printers."
Which diagnostic question should you ask this customer?
A. What are the standard compliance regulations for your industry?
B. How are you automating color access and printing?
C. How do you monitor your printers on the networks?
D. Do you manage printer settings such as default duplex printing?
Answer: C