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練習問題

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1年間無料アップデート

Exam : **HP2-B97**

Title : Selling HP Printing Hardware and Supplies

Version : DEMO

1.Which element is part of a Laser printing system?
A.print head
B.charging roller
C.adaptive lighting
D.Tri-Color cartridge
Answer: B
Reference: http://en.wikipedia.org/wiki/Laser_printing

2.Which HP feature would give customers the advantage of not wasting time on unprinted or faded prints?
A.Shake-free cartridges
B.HP generation II Toner
C.HP original media
D.HP on fuser
Answer: A
Reference: http://pdfs.icecat.biz/pdf/1821-1400.pdf (page 3, shake-free cartridges)

3.What are the advantages of in-house color printing compared to color printing that is outsourced to a print shop? (Select three.)
A.Smaller quantities of documents can be printed as needed.
B.Since customer and market data is static, large numbers of documents can be printed.
C.Printing can be done quickly since there is no set-up or lead time required.
D.It is easier to target specific customers in personalized ways.
E.It is inexpensive and easy to do complex document finishing in-house.
F.It is simple to add metallic toners and embossing when printing in-house.
Answer: A,B,C

4.What are components of Laser cartridges? (Select three.)
A.Fuser
B.Transfer belt
C.Charging roller
D.Laser diode
E.Pickup roller
F.Imaging drum
G.Cleaning blade
Answer: D,F,G

5.What are the benefits of a balanced deployment of printers?
A.You are able to use HP pin retrieval.
B.You can store your print jobs on HP printers.
C.You are able to use MFP color printers.
D.It optimizes both cost and productivity.
Answer: D

6.Which phrase describes real-world performance?

A.the ability of a printer to collate and staple without jamming
B.the total cost of ownership, including memory and accessories
C.the total printing process, from clicking Print, to a finished page in the output bin
D.the movement of a print job through the network
Answer: C

7.What is the proper sequence for the Laser printing process?
A.Charging - Expose - Deploy - Transfer - Fusing - Pickup
B.Charging - Expose - Development - Transfer - Fusing - Cleaning
C.Expose - Charging - Transfer - Development - Cleaning - Fusing
D.Charging- Development - Transfer - Exposure - Fusing - Discharging
Answer: B
Reference: http://en.wikipedia.org/wiki/Laser_printing

8.Which statement best characterizes an HP loyal customer?
A.Shopping around is common for this customer.
B.Price is the key decision criterion.
C.Mainly loyal to one reseller.
D.Reliability is not a concern.
Answer: B

9.Which technology leads to faster first-page-out times on HP LaserJet devices?
A.HP Instant-on Fuser
B.HP Edgeline technology
C.HP Web Jetadmin
D.HP ColorSphere toner
Answer: A
Reference:
http://www.lasertekservices.com/blog/2011/04/instant-on-fuser-%E2%80%93-no-morewarm-up-time-for-laser-printers.html/

10.What part of a laser cartridge is essential for the HP FastREs technology?
A.Cleaning blade
B.Photosensitive drum
C.Fuser
D.Open system design
Answer: B