



HP2-B115^{Q&As}

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QUESTION 1

Which feature built into HP Flow MFPs enables one-touch workflows?

- A. advanced image processing for pristine scans
- B. image preview, which allows view, zoom, edit, and re-order
- C. 8" display and full-size keyboard to easily enter metadata
- D. quicksets, driven from a large, full color screen

Correct Answer: B

QUESTION 2

Which HP solution allows IT administrators to quickly and easily configure and update fleet- wide network settings?

- A. LANDesk
- B. HP Embedded Web Server
- C. HP Device Manager
- D. HP Web Jetadmin

Correct Answer: D

QUESTION 3

What is the HP strategy in the printing and personal systems market?

- A. Develop ever-lasting products at the best market price.
- B. Build a full line of reliable devices, including the industry's best set of security, mobility, and management solutions, which give the customer the best value for money
- C. Build devices that require replacement within three years to ensure compatibility with software updates.
- D. Produce printing and personal systems that are highly desirable and offer the best entry price.

Correct Answer: B

QUESTION 4

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.

Correct Answer: D

QUESTION 5

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

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

Correct Answer: C

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