



# HP2-B115<sup>Q&As</sup>

Selling HP Printing and Personal Systems Hardware

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### QUESTION 1

A customer is looking to combine the functionality of a variety of devices in one space-saving device. What should you recommend?

- A. HP Quick Sets
- B. an HP Flow Scanner
- C. an HP multifunction printer
- D. any HP small workteam printer

Correct Answer: C

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### QUESTION 2

How can you change the nature of your conversation with your customers to successfully sell HP products?

- A. Demonstrate the financial and IT value that customers will obtain from HP
- B. Demonstrate the longer product lifecycle and finance options
- C. Base your conversation on price.
- D. Base your conversation around Big Deals.

Correct Answer: A

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### QUESTION 3

A customer tells you that they have dropped their Notebook and need a replacement, as their hard drive is not working anymore which feature should you turn into a benefit for the customer?

- A. HP 3D DriveGuard
- B. HP DisplaySafe frame
- C. HPDuraFinish
- D. spill resistant keyboard

Correct Answer: A

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### QUESTION 4

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.

Correct Answer: C

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#### QUESTION 5

Which statement best describes HP OfficeJet print quality? (Select two.)

- A. Customers who work in the Enterprise environment should only be looking at LaserJet printers. HP OfficeJet inks can give you high quality prints that are water resistant.
- B. HP only offers mono printing with ink. and this beats laser print outs
- C. Mono only prints are resistant to water.
- D. HP OfficeJet inks can withstand highlighter use and resist smearing.
- E. OfficeJet inks are not as good as laser printing for business printing.

Correct Answer: CD

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