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QUESTION 1

If a customer is looking to print only mono pages, what should you recommend\?

- A. an HP LaserJet printer
- B. an HP MFP flow device
- C. an HP DesignJet printer
- D. an HP OfficeJet Printer

Correct Answer: A

QUESTION 2

How has HP managed to ship more laser printers than any other competitor\?

- A. because of the introduction of color printing in 2013
- B. because HP sells the cheapest printers in the market
- C. because HP addresses the customer\'s needs
- D. because HP is the only company that offers an MFP printer

Correct Answer: C

QUESTION 3

What helps HP achieve best-in-class reliability?

- A. resellers giving HP feedback on how reliable their printers are
- B. using expensive premium and exotic materials
- C. using the HP Total Test process
- D. allowing millions of customers to test HP printers when they buy them

Correct Answer: B

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

QUESTION 5

Where is the customer value in using an HP Enterprise MFP device\?

- A. Every dollar spent printing involves another nine dollars to manage it, so there is a huge potential for cost savings
- B. They use the lowest priced toner cartridges
- C. They are the smallest MFPs in the market, which gives the customer more space on their desktop.
- D. They are ink-based only: therefore, they give you the lowest cost per page

Correct Answer: A

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