



# HP2-B120<sup>Q&As</sup>

Selling HP EMEA cMPS

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#### QUESTION 1

Which two major types of HP imaging and printing solutions are available to customers? (Select two.)

- A. Optional solutions that extend functionality
- B. HP solutions integrated in the device
- C. Re-manufactured supplies solutions
- D. Direct mail accessories that auto install
- E. Third-party solutions integrated in the device

Correct Answer: BD

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#### QUESTION 2

Which property ensures that HP toner provides the best possible print quality in an HP LaserJet printing device?

- A. Resistance to build up of static
- B. Particles resistant to crushing
- C. Varying particle sizes
- D. Smaller uniform particle size

Correct Answer: D

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#### QUESTION 3

Which discount process is used for HP supplies within the cMPS program?

- A. Smart Quote with SBD form
- B. Pre-Approved OPG discount
- C. SCRP
- D. OPG where available

Correct Answer: D

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#### QUESTION 4

After learning about the customer's business and market, what is the next step in the MP imaging and printing sales process?



- A. Qualify the customer's ability to buy
- B. Discuss features and benefits of the product you are trying to sell
- C. Bring up promotions, discounts, and service contracts
- D. Assess the customer's work environment

Correct Answer: C

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#### QUESTION 5

Which statement is true regarding a "base plus click" pricing model?

- A. It is not recommended to track pages printed by device.
- B. It is recommended to track pages printed by device.
- C. It is not mandatory to track pages printed by device.
- D. It is mandatory to track the pages printed by device.

Correct Answer: B

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