



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

Selling HP EMEA cMPS

**Pass HP HP2-B120 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/HP2-B120.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





#### QUESTION 1

In an ideal world, where time and money are not important, which part of the three-part strategic approach to imaging and printing improvement comes first?

- A. Improving the workflow
- B. Managing the fleet
- C. Optimizing the infrastructure
- D. Managing the environment

Correct Answer: A

---

#### QUESTION 2

Which statement best describes the usage of the pricing tool in the Channel Managed Print Services program?

- A. Use of the pricing tool is mandatory for the first three deals in a month
- B. The HP partner must use the pricing tool for contract calculation.
- C. Pricing tool results must be checked by the HP Partner Account Manager before presenting them to the customer
- D. The HP partner can choose whether or not to adopt the tool.

Correct Answer: B

---

#### QUESTION 3

Who manages the financing of a Channel Managed Print Services Contract?

- A. HP Partner Account Manger
- B. HP Financial Services
- C. HP cMPS Partner
- D. HP Services

Correct Answer: D

---

#### 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

---

#### QUESTION 5

Which HP solution can identify applicable settings on a device and then automatically configure the settings to conform to a policy on a regular basis?

- A. HP PCL 5 Print Driver
- B. HP Embedded Web Server
- C. HP ePrint Enterprise
- D. HPWebJetadmin

Correct Answer: D

[HP2-B120 VCE Dumps](#)

[HP2-B120 Study Guide](#)

[HP2-B120 Braindumps](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

## Try our product !

100% Guaranteed Success

100% Money Back Guarantee

365 Days Free Update

Instant Download After Purchase

24x7 Customer Support

Average 99.9% Success Rate

More than 800,000 Satisfied Customers Worldwide

Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.pass4itsure.com/allproducts>

## Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 <p><b>One Year Free Update</b> Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p><b>Money Back Guarantee</b> To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p><b>Security &amp; Privacy</b> We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information &amp; peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © pass4itsure, All Rights Reserved.