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QUESTION 1

Approximately how many test steps do HP desktops, thin clients, workstations, and notebooks undergo?

- A. 10,000
- B. 15,000
- C. 30,000
- D. 50,000

Correct Answer: D

QUESTION 2

How does PIN authentication printing reduce the security risk associated when printing in an open office?

- A. Malicious users could guess the PIN number and retrieve confidential documents.
- B. Prevents malicious users from changing the device settings from an unsecured control panel.
- C. With an encrypted hard drive, there is no need for PIN Printing.
- D. Employees may otherwise expose company data by leaving printouts uncollected.

Correct Answer: C

QUESTION 3

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

QUESTION 4

What drives customers to implement workflow solutions?

- A. HP Web Jetadmin and Universal Print Driver
- B. Efficiency in using information, which means efficiency in serving customers



- C. The shift from black and white printing to color
- D. Managing the print network

Correct Answer: B

QUESTION 5

What is a benefit of HP Page Lift?

- A. the ability to print remotely
- B. a truly secure solution for scanning
- C. a cloud document management solution
- D. automatically enhanced documents or images

Correct Answer: D

QUESTION 6

What are the benefits of cloud storage? (Select two.)

- A. low cost
- B. accurate and easy retrieval of documents
- C. zero paper use in your office
- D. brings down the barriers to color printing
- E. access from everywhere
- F. easy to set up supplies alerts for your printers

Correct Answer: AE

QUESTION 7

For which reason is the lack of portability a significant advantage for desktop PCs?

- A. high performance
- B. security
- C. low TCO
- D. Flexibility

Correct Answer: A



QUESTION 8

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 9

What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility?

- A. software costs
- B. back end and architecture changes
- C. data security
- D. IT training

Correct Answer: B

QUESTION 10

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 11

Why does HP routinely test over 300 different paper types from around the planet?



- A. To find out what the Recommended Monthly Print Volume (RMPV) will be
- B. To rebrand them HP
- C. To ensure that no matter where the customer buys their paper from, their printer will perform as reliably as possible
- D. To check on the competition

Correct Answer: C

QUESTION 12

Your customer needs personal computing devices for complex analysis of company data. Which solution should you recommend\?

- A. HP EliteBook
- B. HPElitePad
- C. HP EliteDesk
- D. HP NoteBook

Correct Answer: A

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