

ISLEVER

HP2-B115

Selling HP Printing and Personal Systems

Hardware Exam

DEMO

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QUESTION NO: 1

What can you find at MyHPSalesGuide.com? (Select three.)

- A. product specifications
- B. cashback guides
- C. support phone numbers
- D. supplies and accessories
- E. training exams
- F. specific pricing
- G. product selection help

Answer: A,D,G

Explanation:

QUESTION NO: 2

Where is the value in having a high Recommended Monthly Page Volume (RMPV) on an HP OfficeJet printer?

- A. It counts mobile printed pages.
- B. This demonstrates that they are durable all the way up to an Enterprise environment
- C. This keeps the printouts durable and document proof
- D. This allows for full compatibility with the HP Flow scanners and ADFs.

Answer: B

Explanation:

QUESTION NO: 3

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

Answer: C

Explanation:

QUESTION NO: 4

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

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

Answer: A

Explanation:

QUESTION NO: 5

What is a differentiating feature on the HP ElitePad 1000 series'?

- A. an 18 inch-screen and an enhanced graphics card
- B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket
- C. a titanium case with a new-style screen and keyboard
- D. an automatic lock and data disposal

Answer: B

Reference:http://www.bluestarinc.com/media/temp/Vartech/2014/mpos/mPOS_HP.pdf(slide 40)

QUESTION NO: 6

Which management software solution allows IT administrators to deploy OS, software, and system configuration?

- A. LANDesk management software
- B. Insight Control management software
- C. Data Protector management software
- D. HP Embedded Web Server software

Answer: C

Explanation:

QUESTION NO: 7

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.

Answer: D

Explanation:

QUESTION NO: 8

Your customer is experiencing problems with users losing their Elitepads. Which HP solution can alleviate this issue?

- A.** HP Find My PC
- B.** Enhanced Pre-Boot Security
- C.** File Sanitizer
- D.** Privacy Manager

Answer: A

Reference:<http://www.pcmag.com/article2/0,2817,2417732,00.asp>

QUESTION NO: 9

What is the value behind wireless hot-spots?

- A.** having a low data plan
- B.** ability to hot capture a document on the spot
- C.** easily set up and shares an Internet connection across WiFi-enabled devices