



# HP2-B115<sup>Q&As</sup>

Selling HP Printing and Personal Systems Hardware

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#### QUESTION 1

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
- D. ability to print from anywhere

Correct Answer: C

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#### QUESTION 2

Where can you go for further product information?

- A. [www.myhpsalesguide.com](http://www.myhpsalesguide.com)
- B. your HP Contact
- C. YouTube
- D. <http://www.askhp.com>

Correct Answer: A

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#### QUESTION 3

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

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#### QUESTION 4

Why is the Recommended Monthly Print Volume (RMPV) important?

- A. It tells you how many sheets of paper you will be able to sell the customer.
- B. It tells you how many pages a printer will print in its entire lifetime



- C. It helps you match the right printer for the right customer's environment, to give them the best return on investment
- D. It gives you an indication whether the customer needs mono or color printing.

Correct Answer: D

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#### QUESTION 5

What is the new style of IT from HP?

- A. OfficeJet Carepacks, ZBook and flow MFP
- B. mobility security, cloud, and big data
- C. printing, computing, networking, and software
- D. more customers moving to a cloud-only solution

Correct Answer: C

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