Selling HP Printing Hardware 2020

HP HP2-I17

Version Demo
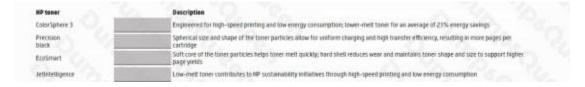
Total Demo Questions: 5

Total Premium Questions: 30

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QUESTION NO: 1 - (DRAG DROP)

DRAG DROP

Match the HP toner type on the left with its description on the right.

HP toner		Description
ColorSphere 3		Engineered for high-speed printing and low energy consumption; lower-melt toner for an average of 21% energy savings
Precision black		Spherical size and shape of the toner particles allow for uniform charging and high transfer efficiency, resulting in more pages per cartridge
EcoSmart		Soft core of the toner particles helps toner melt quickly; hard shell reduces wear and maintains toner shape and size to support higher page yields
JetIntelligence		Low-melt toner contributes to HP sustainability initiatives through high-speed printing and low energy consumption

ANSWER:

HP toner		Description
ColorSphere 3	EcoSmart	Engineered for high-speed printing and low energy consumption; lower-melt toner for an average of 21% energy savings
Precision black	Precision black	Spherical size and shape of the toner particles allow for uniform charging and high transfer efficiency, resulting in more pages per cartridge
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JetIntelligence	JetIntelligence	Low-melt toner contributes to HP sustainability initiatives through high-speed printing and low energy consumption

Explanation:

HP toner		Description
ColorSphere 3	EcoSmart	Engineered for high-speed printing and low energy consumption; lower-melt toner for an average of 21% energy savings
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☞ a) ColorSphere 3: Soft core of the toner particles helps toner melt quickly, hard shell reduces wear and maintains toner shape and size to support higher page yields

☞ b) Precision: Spherical size and shape of the toner particles allow for uniform charging and high transfer efficiency, resulting in more pages per cartridge

☞ c) EcoSmart: Engineered for high-speed printing and low energy consumption,

Lower-melt toner for an average of 21% energy savings

☞ d) JetIntelligence: Low-melt toner contribute to HP sustainability initiatives through high-speed printing and low energy consumption

QUESTION NO: 2

Why is it as Important to secure networked printers as It is to secure networked PCs?

A. Studies show that ransomware attacks through printing devices are becoming more dangerous.

B. An unprotected printer exposes the entire network to cyberattacks.

C. Printer ports are the most vulnerable link in a company's intranet.

D. Malware attacks on printers comprised the majority of cybercrimes over the last three years.

ANSWER: B

QUESTION NO: 3

An SMB customer has been printing in mono but is considering switching to color printing.

With which trend does this change in thinking correspond?

A. consolidation of IT tools

B. a demand for multi-functional printers (MFPs)

C. shift to As-a-Service

D. digitizing paper-based processes

ANSWER: B

QUESTION NO: 4

A large SMB customer considering an upgrade tells you that the company considers laser printers to be for businesses and inkjet printers to be tor home offices. How should you respond? (Select two.)

A. HP PageWide is different from typical home printers because it leverages industrial technology.

B. Today's businesses can use HP ScanJet document capture solutions to transform piles of paper into streamlined digital workflows.

C. HP LaserJet printers deliver leading laser performance, print-shop-quality color documents, and the best value for color printing.

D. Businesses of any size can use the stapling and finishing options available on select HP PageWide models.

E. With HP FutureSmart firmware 3.7 and later, customers can upgrade their existing printers with the latest features.

ANSWER: A D

QUESTION NO: 5

You are meeting with a new customer to discuss their level of expertise and comfort in performing printer/scanner maintenance in house. What should you ask the IT manager to learn about the company's IT management approach? (Select two.)

A. Is cost or performance more important when deciding to repair or replace old equipment?

B. Does your maintenance plan allow for replacement equipment to minimize disruption and downtime?

C. Do you currently have a sustainabitity policy in place and can you meet your goals?

D. How do you manage the deployment and configuration of your printers?

ANSWER: B D