**Vendor:**HP

**Exam Code:**HP2-B115

**Exam Name:**Selling HP Printing and Personal
Systems Hardware

**Version:**Demo

**QUESTION 1**

Which feature built into HP Flow MFPs enables one-touch workflows?

A. advanced image processing for pristine scans

B. image preview, which allows view, zoom, edit, and re-order

C. 8" display and full-size keyboard to easily enter metadata

D. quicksets, driven from a large, full color screen

Correct Answer: B

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**QUESTION 2**

How should you prove that inkjet printers perform well?

A. Fiber Channel internal cabling

B. 10 Gigabit network connection

C. fast first page out and high color print speed up to 70ppm

D. single pass duplex printing

Correct Answer: C

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**QUESTION 3**

Where is the customer value in using an HP Enterprise MFP device\\'?

A. Every dollar spent printing involves another nine dollars to manage it, so there is a huge potential for cost savings

B. They use the lowest priced toner cartridges

C. They are the smallest MFPs in the market, which gives the customer more space on their desktop.

D. They are ink-based only: therefore, they give you the lowest cost per page

Correct Answer: A

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**QUESTION 4**

Your customer needs a discreet personal computing device for their reception area. Which form factor should you recommend?

A. small form factor (SFF)

B. tower (TWE)

C. desktop mini (DM)

D. ultra slim desktop (USDT)

Correct Answer: D

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**QUESTION 5**

Where is the reseller\\'s value in recommending an HP Printer or Scanner?

A. HP has shipped over 200 million printers and 300 million scanners.

B. Gartner recognizes HP as a leader in MFP, manageability, and security

C. HP invests in new compatible paper types for emerging markets.

D. HP only makes printers and helps to deflect selling scanners.

Correct Answer: B

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**QUESTION 6**

What is the customer benefit behind HP Wireless Direct printing?

A. Making a wireless encrypted connection directly to the printer does not require access to a corporate network.

B. Store print jobs on your mobile device until the user is at the printer to ensure output can be collected immediately.

C. Printing via an Ethernet cable connection avoids potential security risks associated with wireless networks.

D. Connecting and printing via the cloud takes out the need for corporate networks.

Correct Answer: A

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**QUESTION 7**

What are the benefits of cloud storage7 (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

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**QUESTION 8**

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

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**QUESTION 9**

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

Correct Answer: ADG

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**QUESTION 10**

Where can you go for further product information?

A. www.myhpsalesguide.com

B. your HP Contact

C. YouTube

D. http://www.askhp.com

Correct Answer: A

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**QUESTION 11**

Which statement best describes HP OfficeJet print quality\\'? (Select two.)

A. Customers who work in the Enterprise environment should only be looking at LaserJet printers. HP OfficeJet inks can give you high quality prints that are water resistant.

B. HP only offers mono printing with ink. and this beats laser print outs

C. Mono only prints are resistant to water.

D. HP OfficeJet inks can withstand highlighter use and resist smearing.

E. OfficeJet inks are not as good as laser printing for business printing.

Correct Answer: CD

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**QUESTION 12**

How do HP PPS Solutions go way beyond the product?

A. by offering mobility, security, manageability, value for money, and reliability

B. by offering the only real mobile solution out there

C. by giving sales professionals tools to sell, like myhpsalesguide.com

D. by deploying an HP Eco Desktop Suite

Correct Answer: A

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