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## Question 1

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**Question Type:** MultipleChoice

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What is the key technology behind HP leading First Page Out (FPO) performance?

### Options:

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- A- HP Intelligent Networking
- B- HP FastRes
- C- HP Instant-on Fuser
- D- HP Color Tables

### Answer:

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C

## Question 2

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**Question Type:** MultipleChoice

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What does real-world performance depend on?

**Options:**

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**A-** networking connectivity and Internet access

**B-** a system that provides remote printer access and color usage restrictions

**C-** a printer processor and document finishing

**D-** a system consisting of printer software, network bandwidth, a printer processor, and a printer engine

**Answer:**

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D

## Question 3

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**Question Type: MultipleChoice**

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What percentage of the HP imaging system is contained in the HP LaserJet print cartridge?

**Options:**

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- A- approximately 10%
- B- approximately 50%
- C- approximately 70%
- D- approximately 100%

**Answer:**

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C

## Question 4

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**Question Type: MultipleChoice**

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What is a benefit of HP Transmit Once technology?

**Options:**

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- A- less network traffic and faster total print-job time

- B-** larger grayscale and delicate grayscale variations
- C-** more heat and better fusion between toner and paper
- D-** more pixels and brighter color output

**Answer:**

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A

## Question 5

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**Question Type:** MultipleChoice

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What is the benefit of original HP All-in-One LaserJet cartridges?

**Options:**

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- A-** They are designed to be refilled.
- B-** They are manageable via HP Web Jetadmin.
- C-** The ink in the cartridge cannot dry up.
- D-** They are easy to use and install.

**Answer:**

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D

## Question 6

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**Question Type: MultipleChoice**

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What is a key value proposition for replacing aging HP imaging and printing devices?

**Options:**

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**A-** to reduce employee headcount

**B-** to use less paper

**C-** to improve document quality and effectiveness

**D-** to create more internal documents

**Answer:**

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C

## Question 7

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**Question Type:** MultipleChoice

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What is the result of the availability of digital content?

**Options:**

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- A- a decrease in the amount of printing
- B- less need for paper documents
- C- more printed material included in product packages
- D- an increase in the amount of printing

**Answer:**

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D

## Question 8

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**Question Type:** MultipleChoice

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What does creating a high-quality business document typically require?

**Options:**

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- A- multiple people
- B- an advertising agency
- C- outsourcing to an external print shop
- D- expensive printing equipment

**Answer:**

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A

## Question 9

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**Question Type: MultipleChoice**

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Why has there been an increase in the use of color printing in business? (Select two.)



**Options:**

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- A- Color printing is cheaper than monochrome printing.
- B- There have been reductions in the cost of color printing.
- C- Businesses are less concerned about their printing costs.
- D- Fewer monochrome printers are available.
- E- There are proven benefits to using color in documents.

**Answer:**

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B, E

## Question 10

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**Question Type:** MultipleChoice

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What is a proven advantage of using color when advertising by mail?

**Options:**

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- A- People are willing to buy anything if color is used.
- B- Color is the cheapest form of printing.
- C- Color printers can create stamps for mailings.
- D- People are far more likely to pick up and respond to a piece of color mail.

**Answer:**

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D

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