



Free Questions for HP2-H41 by dumpssheet

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Question 1

Question Type: MultipleChoice

Why did HP develop chemically grown toner with microscopic, spherical particles?

Options:

- A- to decrease the production costs of toner
- B- to fuse toner much faster and achieve a higher printing speed
- C- to get a wider range of colors if using special printing paper
- D- to allow toner particles to be placed very precisely on the page for high quality images

Answer:

D

Question 2

Question Type: MultipleChoice

What is the key driver in a consultative type of sale?

Options:

- A- the product itself
- B- short-term planning
- C- perceived customer benefits
- D- salesperson's victory

Answer:

C

Question 3

Question Type: MultipleChoice

Which printing trend is the result of the increase in original digital content?

Options:

- A- Business is not concerned about printing costs.
- B- Fewer documents are being printed.
- C- Documents are distributed electronically and then printed.
- D- Documents are copied on paper and then distributed.

Answer:

C

Question 4

Question Type: MultipleChoice

Which imaging and printing process is becoming less important because of digital content?

Options:

- A- stapling

- B- copying
- C- scanning
- D- printing

Answer:

B

Question 5

Question Type: MultipleChoice

Where is a good place to research specific business problems that your customers might face?

Options:

- A- local universities
- B- employment agencies
- C- local newspapers
- D- vertical industry association websites

Answer:

D

Question 6

Question Type: MultipleChoice

What are accurate descriptions of a first impression in business? (Select two.)

Options:

A- easy to change

B- based upon detailed information

C- always positive

D- made in the first 5 to 30 seconds

E- difficult to change

Answer:

D, E

Question 7

Question Type: MultipleChoice

What is cross-selling?

Options:

- A- selling two different models of the same product
- B- including a color product in the offering
- C- expanding the business opportunity by extending more capabilities to the product
- D- expanding the business opportunity by providing the customer with three connectivity options

Answer:

C

Question 8

Question Type: MultipleChoice

Which two vertical applications are the most important for small and medium business customers?

Options:

- A- cost control and web site administration
- B- ERP and CRM
- C- HP Web Jetadmin and PaperPort
- D- DIY/in-house marketing and document workflow

Answer:

A

Question 9

Question Type: MultipleChoice

Which print job is typical for a vertical business?

Options:

- A- brochures
- B- proof prints
- C- business cards
- D- letterheads

Answer:

B

Question 10

Question Type: MultipleChoice

Which technology does HP use to increase print speed and achieve page-wide InkJet printing?

Options:

- A- HP liquid crystal technology

B- HP Piezo InkJet technology

C- HP BubbleJet technology

D- HP Scalable Print technology

Answer:

D

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