

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:

С

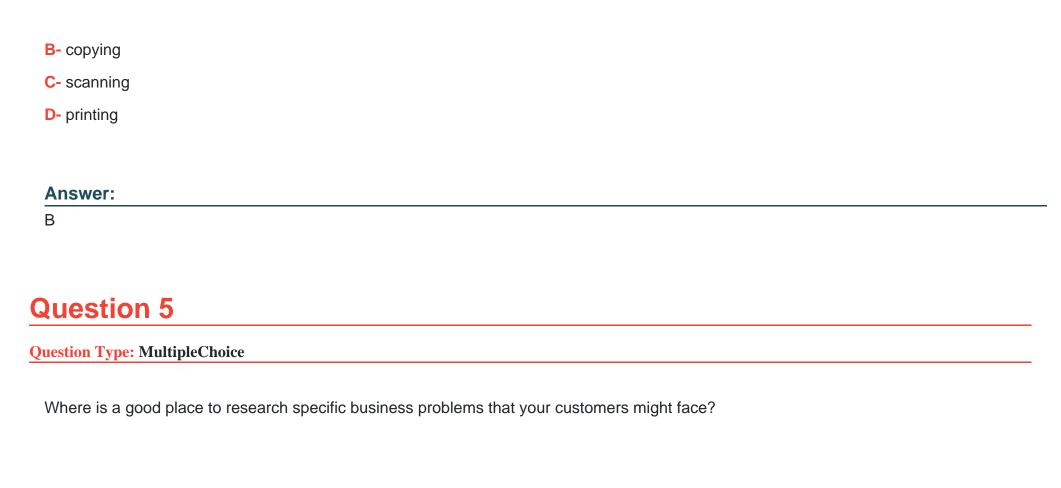
Question 3

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?
which imaging and printing process is becoming less important because of digital content:
Options:

A- stapling



Options:

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

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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:

С

Question 8

Question Type: MultipleChoice

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

Α

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:
В
Juestion 10
Question 10
Question 10 Question Type: MultipleChoice
Question Type: MultipleChoice
Question Type: MultipleChoice
Question Type: MultipleChoice
Question Type: MultipleChoice Which technology does HP use to increase print speed and achieve page-wide InkJet printing?

- B- HP Piezo InkJet technology
- **C-** HP BubbleJet technology
- D- HP Scalable Print technology

Answer:

D

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