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練習題

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Exam : **HP2-B115**

Title : Selling HP Printing and Personal Systems Hardware

Version : DEMO

1.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
Answer: A,D,G

2.Where is the value in having a high Recommended Monthly Page Volume (RMPV) on an HP OfficeJet printer?
A. It counts mobile printed pages.
B. This demonstrates that they are durable all the way up to an Enterprise environment
C. This keeps the printouts durable and document proof
D. This allows for full compatibility with the HP Flow scanners and ADFs.
Answer: B

3.How has HP managed to ship more laser printers than any other competitor?
A. because of the introduction of color printing in 2013
B. because HP sells the cheapest printers in the market
C. because HP addresses the customer's needs
D. because HP is the only company that offers an MFP printer
Answer: C

4.For which reason is the lack of portability a significant advantage for desktop PCs?
A. high performance
B. security
C. low TCO
D. Flexibility
Answer: B
Explanation:Desktops are not portable. Not portable at all. And this is a good thing when it comes to security and durability.
Explanation:http://jalapeno.is/asking-if-the-world-can-live-without-the-desktop-pc/(SeeDesktop are Secure and they last along time, 1stLine).

5.What is a differentiating feature on the HP ElitePad 1000 series'?
A. an 18 inch-screen and an enhanced graphics card
B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket
C. a titanium case with a new-style screen and keyboard
D. an automatic lock and data disposal
Answer: B
Explanation:http://www.bluestarinc.com/media/temp/Vartech/2014/mpos/mPOS_HP.pdf(slide 40)