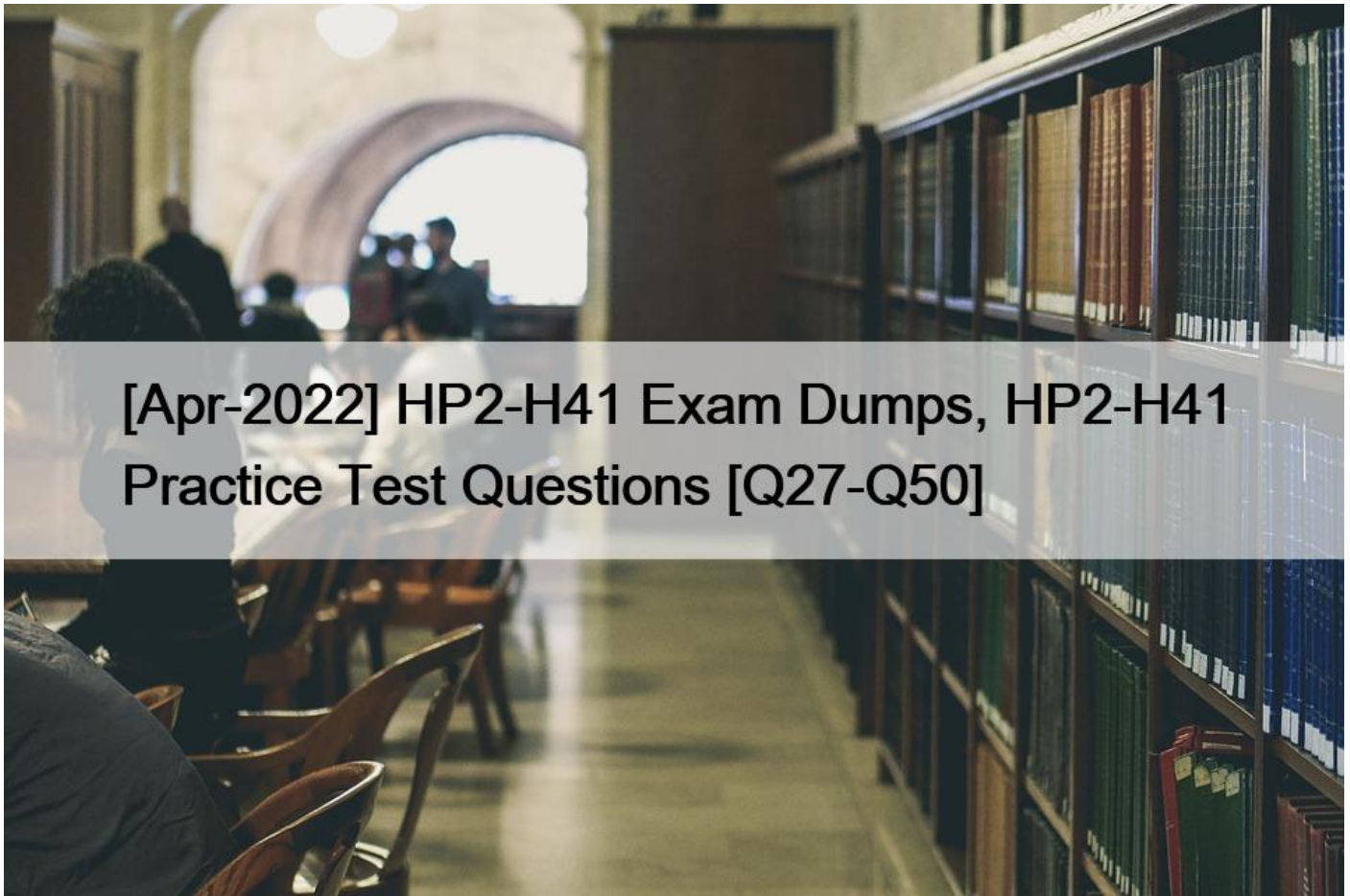


[Apr-2022 HP2-H41 Exam Dumps, HP2-H41 Practice Test Questions [Q27-Q50]



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NO.27 How do HP Edgeline technology printheads work in Edgeline MFPs?

- * They remain stationary.
- * They move with the paper.
- * They work with PhotoREt III.
- * They consume less toner.

NO.28 What is the approximate world-wide HP imaging and printing market share?

- * 20%
- * 35%
- * 45%
- * 75%

NO.29 What is most important to remember about both transactional and consultative sales?

- * You should focus primarily on volume of sales.
- * You should focus only on your margin.

- * You should minimize time spent with customers.
- * You should focus on your customer's business problems.

NO.30 Which types of media are compatible with HP DesignJet printers and MFPs?

- * Cut sheet and rolled media
- * Cut sheet media only
- * Letter or A4 and Legal or A3
- * Rolled media only

NO.31 What is HP Capture and Route?

- * A versatile server-based device driver
- * An MFP-based capture solution
- * A highly secure fleet management solution
- * A highly scalable capture to workflow solution

NO.32 Which HP technology developed for HP industrial printing is used in the design and manufacture of the HP DesignJet printing process?

- * HP LaserJet Modulation Technology
- * HP Adaptable Printing Technology
- * HP Image REt Technology
- * HP Scalable Printing Technology

NO.33 What is one advantage of a transactional sales approach compared to a contractual sales approach?

- * More profitable
- * No significant time investment required
- * Price competition
- * More effort required to close

NO.34 Which tools are available for select HP Partners to find IPG strategy information and detailed marketing and sales materials for HP imaging and printing products? (Select two.)

- * HP sales representatives
- * the HP IPG Academy
- * the HP Printing Sales Guide
- * the HP IPG electronic Instant Reference Guide
- * the HP Partner Forum

NO.35 What do HP Wireless Direct printing and Apple Bonjour protocol have in common?

- * Both enable mobile devices to communicate directly with many HP imaging and printing devices.
- * Both are enabled when the user registers at HP.com and receives a unique email account.
- * Both enable Android mobile devices to communicate directly with many HP imaging and printing devices.
- * HP ePrint Enterprise requires both to be enabled.

NO.36 How much is office paper usage increasing each year, according to Xplor's 2006?

- * 3%
- * 6-8%
- * 8-10%
- * 10-12%

NO.37 Why is it important to understand the subtleties involved in the use of color in documents?

- * Because colors connote different meanings to people in various cultures

- * Because some colors change when printed on certain types of media
- * Because HP printing devices are unable to reproduce some colors
- * Because certain colors cost more to print than others do

NO.38 What is the name of the HP high quality and performance ink?

- * HP Viverata
- * HP Vivera
- * HP ImageREt
- * HP PhotoREt

NO.39 What is an imaging and printing assessment?

- * a method that supports the Customer Relationship Management process
- * a method of observing your customer's workflow, gathering data, and understanding the current environment
- * a method that ensures that all the assets and liabilities of a customer are fully registered and monitored
- * a method that dramatically increases the time of the sales process, as a new assessment is required whenever a change is made

NO.40 Which factors contribute to the low cost of printing with HP OfficeJet Pro products? (Select three.)

- * Wireless connectivity
- * Available high yield cartridges
- * Expandable trays
- * Require less energy to print
- * Lifetime print heads
- * Color touch screens

NO.41 What are attributes of a document in the digital age? (Select two.)

- * A document is only used in business.
- * A document conveys information.
- * A document is limited to standard paper types.
- * A document can be printed on everything from fabric to plastic.
- * A document is increasingly expensive to produce.

NO.42 What are the categories of HP LaserJet and color LaserJet MFPs? (Select three.)

- * Pro
- * Enterprise flow
- * ePrint public print locations
- * Home and home office
- * Small and medium business
- * Enterprise

NO.43 Which imaging and printing process is becoming less important because of digital content?

- * stapling
- * copying
- * scanning
- * printing

NO.44 What is a customer giving up when choosing non-HP supplies for use in HP printing devices? (Select two.)

- * Printing speed
- * Input and output capacity
- * HP's promise of discounts on future purchases
- * HP's promise of industry leading print quality

- * HP's promise of durability and reliability

NO.45 What is a benefit of HP Transmit Once technology?

- * less network traffic and faster total print-job time
- * larger grayscale and delicate grayscale variations
- * more heat and better fusion between toner and paper
- * more pixels and brighter color output

NO.46 What is a vertical solution?

- * a solution that only works when HP OpenView management platform is used
- * a solution that supports any of the requirements a white-collar worker might have
- * a solution or feature that is adapted to a specific purpose or work process
- * a solution that only works if the customer is tightly integrated with suppliers and customers

NO.47 Which feature is unique to HP ePrint Enterprise?

- * Installed behind the company firewall for added control and security
- * Enables Apple iOS devices to print directly to the HP imaging and printing device
- * Enhances the workflow functionality that is built into HP MFPs and some HP printers
- * Enables mobile devices to print via email to eliminate the need to connect to the device

NO.48 What is the best way to do a realistic performance comparison of two competitive printers?

- * performing side-by-side comparisons of data sheets
- * warming up the printers prior to testing
- * giving each vendor the same document to print offsite
- * testing both printers in the customer's working environment

NO.49 Which advantage applies to an MFP?

- * It can print faster than a single-function printer can.
- * It takes up less floor space than individual devices for faxing, scanning, printing, and copying.
- * It uses fewer supplies than a single-function printer does.
- * Once it has reached its monthly print volume, it automatically turns off to limit excess copy charges to the client.

NO.50 Why are many marketing pages now being printed in-house, rather than being outsourced to print shops?

- * Today's workers are more creative.
- * Commercial print shops do not want these kinds of jobs.
- * Newer color printers produce low-cost, high quality output.
- * Fewer commercial print shops exist today.

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