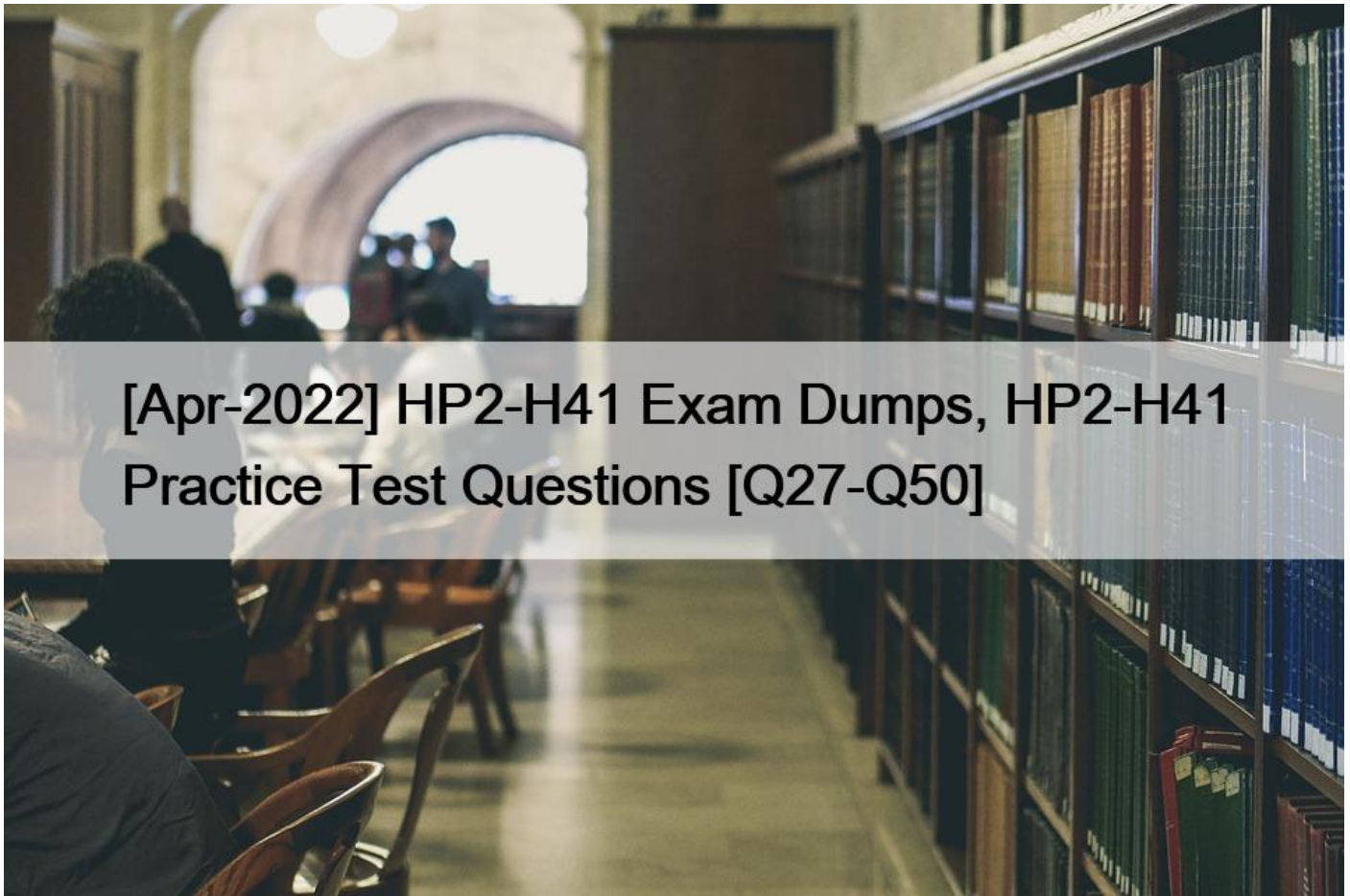


## [Apr-2022 HP2-H41 Exam Dumps, HP2-H41 Practice Test Questions [Q27-Q50]



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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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