Vendor: HP

Exam Code: HP2-B67

Exam Name: HP Imaging and Printing Assessment and Design

Version: DEMO
1. What are the four steps in the Assessment Methodologies & Measures Overview?
A. Search, Assess, Sell, Service
B. Qualify, Assess, Analyze, Design
C. Interview, Discover, Define, Design
D. Qualify, Assess, Discover, Design
Answer: A

2. Which elements are correctly paired with their respective steps in the flow as provided in the Assessment Methodologies & Measures Overview? (Select two.)
A. Assess - Company Tour
B. Assess - Discovery & Design
C. Analyze - Managed Environment Assessment
D. Design - Business Case
E. Analyze - Business Case
Answer: A, B

3. Which statement is true about the Elements of a Corporate Strategy? (Select two.)
A. The objective is the aspiration of an organization.
B. The mission is the quantification or specification of a goal.
C. The goal is the general statement of aim or purpose.
D. The strategy is a long-term direction or measure.
E. The vision is the overriding purpose
Answer: B

4. Which elements are correctly paired with their respective steps in the flow as provided in the Assessment Methodologies & Measures Overview? (Select two.)
A. Assess - TCO Analysis
B. Analyze - Company Tour
C. Analyze - TCO Analysis
D. Qualify - Business Case
E. Qualify - Company Tour
Answer: A, B

5. You are on a company tour at customer's site and you notice that stacks of consumables are placed next to printing devices or in separate rooms. What are possible pain points/risks of this practice? (Select two.)
A. risk of expiring/non-compatible consumables
B. high storage costs
C. lack of remote device management
D. insufficient service level agreements
Answer: A, B