Vendor: HP

Exam Code: HP2-B80

Exam Name: Selling HP Imaging and Printing Solutions

Version: DEMO
1. What is an accurate description of an imaging and printing solution?
   A. a long-term strategic plan
   B. a combination of hardware and software to address the problem
   C. a new printer
   D. a review of all available software that works with imaging and printing devices
   Answer: B

2. What is most important to remember about both transactional and consultative sales?
   A. You should focus primarily on the volume of sales.
   B. You should focus only on your margin.
   C. You should minimize time spent with customers.
   D. You should focus on your customer's business problems.
   Answer: D

3. How is office printing costs typically calculated for a document?
   A. only the cost of the printing hardware
   B. only the cost of the printing hardware and the annual cost of the supplies
   C. only the cost for administration and for the hardware of the printer
   D. the cost of the network management, supplies, hardware, and administration
   Answer: D

4. Which statement is true about how customers typically view office printing costs?
   A. Customers typically look at the cost of supplies and hardware, but they do not consider IT costs.
   B. Customers typically look at IT costs and the cost of supplies, but they do not consider hardware costs.
   C. Customers typically look at hardware and IT costs, but they do not consider cost of supplies.
   D. Customers typically look at hardware costs, but they do not consider IT costs or the cost of supplies.
   Answer: A