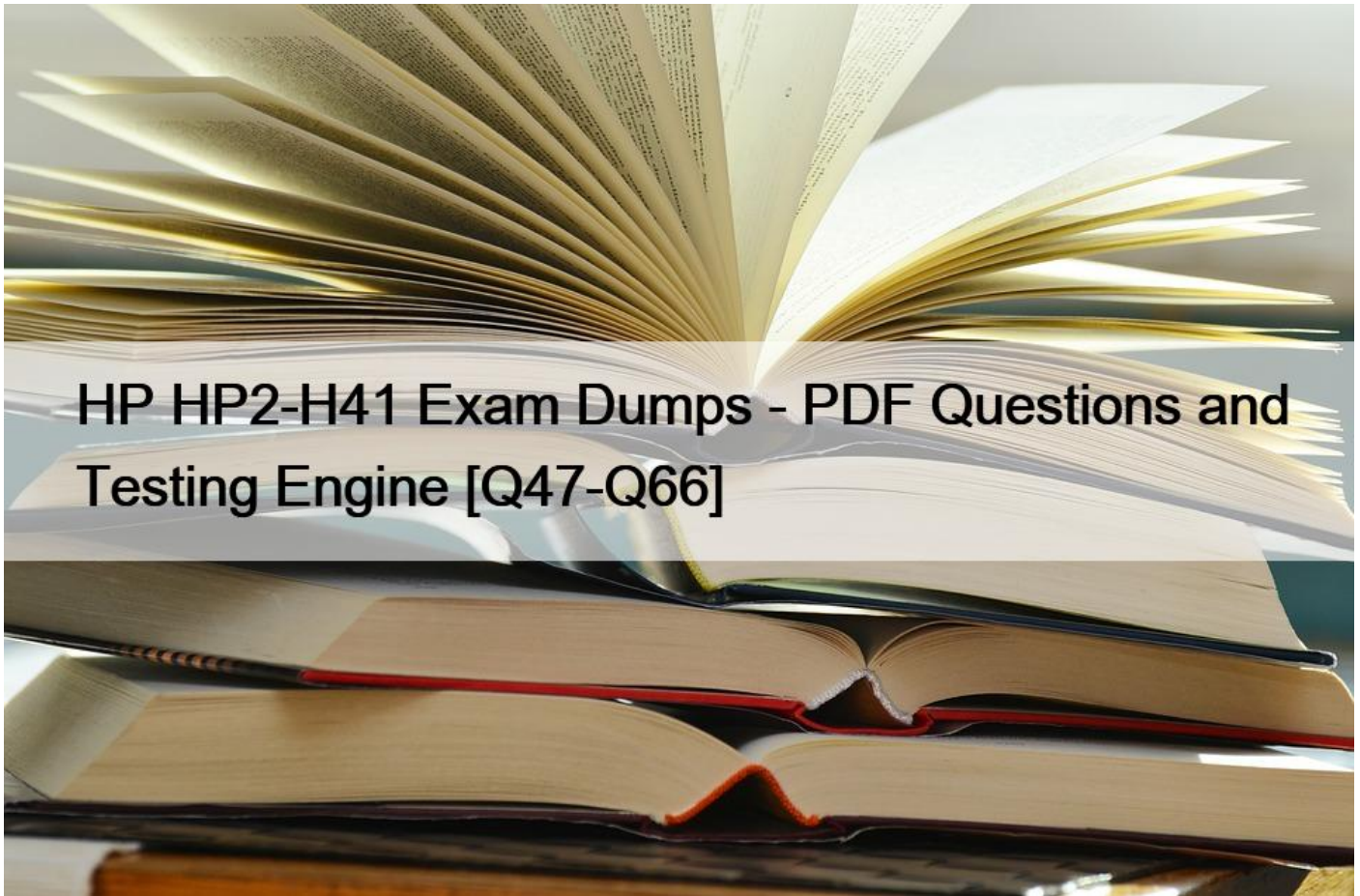# HP HP2-H41 Exam Dumps - PDF Questions and Testing Engine [Q47-Q66

HP HP2-H41 Exam Dumps - PDF Questions and Testing Engine
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NO.47 What is the name of the HP high quality and performance ink?
* HP Viverata
* HP Vivera
* HP ImageREt
* HP PhotoREt

NO.48 What is the key technology behind the leading first page out performance of HP LaserJet printing devices?
* HP FastRes
* HP color tables
* HP intelligent networking
* HP instant-on fuser

NO.49 What is one objective of researching customer industries prior to making sales calls?
* to uncover industry secrets
* to develop core expertise in the customer’s industry

* to uncover contacts in related businesses
* to develop an understanding of regulatory issues for that industry

NO.50 Which traditional concept about Inkjet printers is no longer true with HP OfficeJet Pro X printers and MFPs?
* Inkjet printers cost more to print per page than LaserJet printers do.
* Inkjet printers require more time for the ink to dry.
* Inkjet printers generally use less energy than Laser printers do.
* Inkjet printers are generally more suited for printing photographs.

NO.51 How can HP Color LaserJets and HP Color LaserJet MFPs add value for your customers?
* by using recycled paper
* by having unlimited finishing options
* by storing pages online
* by enabling in-house printing of marketing collateral

NO.52 What is cross-selling?
* selling two different models of the same product
* including a color product in the offering
* expanding the business opportunity by extending more capabilities to the product
* expanding the business opportunity by providing the customer with three connectivity options

NO.53 Which unique feature of HP OfficeJet Pro products makes them ideal for use in the office?
* Photo quality printing
* USB connectivity
* Wireless connectivity
* Network manageability

NO.54 What does the HP Embedded Web Server do?
* Shows which devices are available for printing
* Automatically notifies the IT department when an imaging or printing device is in use
* Automatically configures settings upon connection to the network
* Enables remote management of the imaging and printing device

NO.55 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.56 Which feature of HP MFPs can help a business to reduce its impact on the environment?
* Touch-to-print
* HP Image REt technology
* HP EveryPage technology
* Save to network folder

NO.57 Which feature improves real-world performance on HP Color LaserJets and color MFPs?
* intelligent color calibration
* shorter paper path
* flexible paper handling
* total print management

NO.58 What is HP Digital Sending Software?

* Digital sending functionality that is embedded in an HP MFP or scanner
* Cloud-based digital sending functionality
* Server-based digital sending functionality
* Digital sending functionality that includes TWAIN scanning

NO.59 Which statement is true about initial contacts that occur between a customer and a business?

* Most initial contacts result in a purchase.
* Most initial contacts are through a document.
* Most initial contacts occur during the day.
* Most initial contacts are face to face.

NO.60 What contributes to the consistent, high quality output from HP Color LaserJets and MFPs?

* finishing capabilities
* bright white paper
* HP Instant-on technology
* HP ColorSphere toner

NO.61 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.62 What are the advantages that resellers get by selling HP devices? (Select two.)

* lowest hardware prices in the industry
* just-in-time shipping of products
* free toner with every sold printer
* brand recognition that opens doors for more sales
* access to a large installed base of existing customers

NO.63 How does the HP Universal Print Driver differ from traditional HP print drivers, such as the HP PCL 5 driver?

* The HP Universal Print Driver can send a print job to multiple printers at the same time, while traditional print drivers can send a print job to only one printer.
* The HP Universal Print Driver can search the network for the printer that the user wants to install, but the traditional print driver can find a printer only if the user connects the printer via USB.
* The HP Universal Print Driver can send a print job to any HP printer in the fleet, but the traditional print driver can send a print job only to the model of printer for which it is designed.
* The HP Universal Print Driver enables the customer to manage a single print driver to operate all HP printing devices in the fleet, while the traditional print driver requires the customer to manage separate print drivers for each device.

NO.64 The sales process would be difficult, almost impossible, if what were missing?

* illustrations and pictures
* success stories from related businesses
* product leaflets and white papers
* preparation

NO.65 What does real-world performance depend on?

* networking connectivity and Internet access

* a system that provides remote printer access and color usage restrictions
* a printer processor and document finishing
* a system consisting of printer software, network bandwidth, a printer processor, and a printer engine

NO.66 What is the key technology behind HP leading First Page Out (FPO) performance?
* HP Intelligent Networking
* HP FastRes
* HP Instant-on Fuser
* HP Color Tables

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