

# IT 认证电子书



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**Exam** : **HP2-B29**

**Title** : Consulting on HP  
Printing Solutions

**Version** : Demo

1. Where is the best place to find information about HP solutions?

- A. HP Easy Fix
- B. HP Partner Portal
- C. HP Instant Reference Guide
- D. HP Global Solutions Catalogue

**Answer: B**

2. What helps you to successfully sell and implement a solution.?

- A. Experience
- B. revenue sharing
- C. supplies knowledge
- D. transactional selling knowledge

**Answer: D**

3. Where can you apply the knowledge learned while implementing solutions for a customer who is part of a vertical market?

- A. in all vertical markets
- B. in your own business
- C. with other similar customers
- D. with enterprise customers

**Answer: D**

4. What are the results of using HP MFP to consolidate the functionality of several devices? (Select two.)

- A. increased space
- B. increased toner life
- C. increased functionality
- D. increased paper savings
- E. increased storage capacity

**Answer: A, E**

5. What do you need in order to provide your customer with an HP printing solution? (Select two.)

- A. knowledge of the HP portfolio
- B. an understanding of your customer's needs
- C. the ability to identify competitive situations
- D. knowledge of how to deliver complex technology
- E. an understanding of your customer's corporate structure

**Answer: B, E**