

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