



# ITTEST

QUESTION & ANSWER

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**Exam** : **HP2-B115**

**Title** : **Selling HP Printing and  
Personal Systems Hardware**

**Version** : **DEMO**

1.What can you find at MyHPSalesGuide.com? (Select three.)

- A. product specifications
- B. cashback guides
- C. support phone numbers
- D. supplies and accessories
- E. training exams
- F. specific pricing
- G. product selection help

**Answer:** A,D,G

2.Where is the value in having a high Recommended Monthly Page Volume (RMPV) on an HP OfficeJet printer?

- A. It counts mobile printed pages.
- B. This demonstrates that they are durable all the way up to an Enterprise environment
- C. This keeps the printouts durable and document proof
- D. This allows for full compatibility with the HP Flow scanners and ADFs.

**Answer:** B

3.How has HP managed to ship more laser printers than any other competitor?

- A. because of the introduction of color printing in 2013
- B. because HP sells the cheapest printers in the market
- C. because HP addresses the customer's needs
- D. because HP is the only company that offers an MFP printer

**Answer:** C

4.For which reason is the lack of portability a significant advantage for desktop PCs?

- A. high performance
- B. security
- C. low TCO
- D. Flexibility

**Answer:** B

Explanation:Desktops are not portable. Not portable at all. And this is a good thing when it comes to security and durability.

Explanation:<http://jalapeno.is/asking-if-the-world-can-live-without-the-desktop-pc/>(SeeDesktop are Secure and they last along time, 1stLine).

5.What is a differentiating feature on the HP ElitePad 1000 series'?

- A. an 18 inch-screen and an enhanced graphics card
- B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket
- C. a titanium case with a new-style screen and keyboard
- D. an automatic lock and data disposal

**Answer:** B

Explanation:[http://www.bluestarinc.com/media/temp/Vartech/2014/mpos/mPOS\\_HP.pdf](http://www.bluestarinc.com/media/temp/Vartech/2014/mpos/mPOS_HP.pdf)(slide 40)