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Q&A

Exam : **HP2-B29**

Title : Consulting on HP PrintingSolutions

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