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**Exam** : **HP2-B80**

**Title** : Selling HP Imaging and  
Printing Solutions

**Version** : Demo

1.What is an accurate description of an imaging and printing solution?

- A. a long-term strategic plan
- B. a combination of hardware and software to address the problem
- C. a new printer
- D. a review of all available software that works with imaging and printing devices

**Answer: B**

2.What is most important to remember about both transactional and consultative sales.?

- A. You should focus primarily on the volume of sales.
- B. You should focus only on your margin.
- C. You should minimize time spent with customers.
- D. You should focus on your customer's business problems.

**Answer: D**

3.How is office printing costs typically calculated for a document?

- A. only the cost of the printing hardware
- B. only the cost of the printing hardware and the annual cost of the supplies
- C. only the cost for administration and for the hardware of the printer
- D. the cost of the network management, supplies, hardware, and administration

**Answer: D**

4.Which statement is true about how customers typically view office printing costs?

- A. Customers typically look at the cost of supplies and hardware, but they do not consider IT costs.
- B. Customers typically look at IT costs and the cost of supplies, but they do not consider hardware costs.
- C. Customers typically look at hardware and IT costs, but they do not consider cost of supplies.
- D. Customers typically look at hardware costs, but they do not consider IT costs or the cost of supplies.

**Answer: A**