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HP2-H41 Exam

HP Sales Certified

Questions & Answers

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Question: 1

What are HP Care Pack services?

A. Bundled genuine HP supplies and maintenance kits provided to customers at specific service intervals
B. HP standard limited warranties for devices, supplies, and customer replaceable parts, including full replacement services where required
C. Bundled genuine HP supplies sold contractually
D. Support packages that extend and enhance hardware and software service beyond the scope of the included warranty

Answer: B

Question: 2

Which advantage applies to an MFP?

A. It can print faster than a single-function printer can.
B. It takes up less floor space than individual devices for faxing, scanning, printing, and copying.
C. It uses fewer supplies than a single-function printer does.
D. Once it has reached its monthly print volume, it automatically turns off to limit excess copy charges to the client.

Answer: B

Question: 3

What is an effective way of choosing HP imaging and printing products for a customer?

A. Sell as many devices as possible to secure ongoing sales of supplies and maintenance items.
B. Offer free training when selling HP imaging and printing devices.
C. Match product features to the customer's needs to improve the way they work.
D. Sell products that offer the most functionality to fit within the customer's budget.

Answer: C

Question: 4

What does HP ultrasonic double feed detection do?

A. Uses ultrasonic technology to exploit the memory on the connected computer
B. Recognizes text and recreates it using editable fonts
C. Enables simultaneous duplex scanning of multiple pages at the same time
D. Senses multiple pages passing through the automatic document feeder

Answer: D

Question: 5

Which feature of HP MFPs can help a business to reduce its impact on the environment?

A. Touch-to-print
B. HP Image REt technology
C. HP EveryPage technology
D. Save to network folder

Answer: D

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