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### 最新問題: 1

Which traditional concept about Inkjet printers is no longer true with HP OfficeJet Pro X printers and MFPs?

- A. Inkjet printers require more time for the ink to dry.
- B. Inkjet printers cost more to print per page than LaserJet printers do.
- C. Inkjet printers are generally more suited for printing photographs.
- D. Inkjet printers generally use less energy than Laser printers do.

**Answer:** ([解答を表示する](#))

### 最新問題: 2

Which technology leads to faster first-page-out times on HP LaserJet devices?

- A. HP Edgeline technology
- B. HP Web Jetadmin
- C. HP Instant-on Fuser
- D. HP ColorSphere toner

**Answer:** C ([メッセージを残す](#))

### 最新問題: 3

What is HP Digital Sending Software?

- A. Digital sending functionality that includes TWAIN scanning
- B. Digital sending functionality that is embedded in an HP MFP or scanner
- C. Server-based digital sending functionality
- D. Cloud-based digital sending functionality

**Answer:** C ([メッセージを残す](#))

### 最新問題: 4

Why has there been an increase in the use of color printing in business? (Select two.)

- A. Businesses are less concerned about their printing costs.
- B. Color printing is cheaper than monochrome printing.
- C. Fewer monochrome printers are available.
- D. There are proven benefits to using color in documents.
- E. There have been reductions in the cost of color printing.

**Answer:** ([解答を表示する](#))

最新問題: 5

What is a key reason that HP has a reputation for reliability?

- A. fewer product cycles
- B. stronger plastic framework
- C. rigorous testing
- D. industry-leading service and support

**Answer:** D ([メッセージを残す](#))

最新問題: 6

What is the approximate world-wide HP imaging and printing market share?

- A. 35%
- B. 45%
- C. 20%
- D. 75%

**Answer:** D ([メッセージを残す](#))

最新問題: 7

Which HP products include the embedded scan to SharePoint feature?

- A. HP mobile scanners
- B. HP LaserJet Pro series MFPs
- C. HP document capture workstations
- D. HP Business notebooks

**Answer:** B ([メッセージを残す](#))

最新問題: 8

Which print job is typical for a vertical business?

- A. proof prints
- B. letterheads
- C. brochures
- D. business cards

**Answer:** ([解答を表示する](#))

最新問題: 9

How do documents add value to a business? (Select two.)

- A. They can be recycled.
- B. They influence customer purchasing decisions.
- C. They contain customer information.
- D. They represent you, your company, and your product/service.
- E. They are inexpensive to create and distribute.

**Answer: B,D ([メッセージを残す](#))**

**最新問題: 10**

What purpose does HP Embedded Capture serve in a network environment?

- A. Enhances digital sending capabilities
- B. Manages the HP imaging and printing fleet
- C. Enforces IT baseline policies
- D. Enhances authorization and authentication features

**Answer: A ([メッセージを残す](#))**

**最新問題: 11**

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

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

**Answer: B ([メッセージを残す](#))**

**最新問題: 12**

What is a vertical solution?

- A. a solution or feature that is adapted to a specific purpose or work process
- B. a solution that only works if the customer is tightly integrated with suppliers and customers
- C. a solution that supports any of the requirements a white-collar worker might have
- D. a solution that only works when HP OpenView management platform is used

**Answer: A ([メッセージを残す](#))**

**最新問題: 13**

Who invented the office laser printer?

- A. IBM
- B. Compaq
- C. Xerox
- D. HP

**Answer: ([解答を表示する](#))**

**最新問題: 14**

What is the key technology behind the leading first page out performance of HP LaserJet printing devices?

- A. HP intelligent networking
- B. HP FastRes
- C. HP instant-on fuser
- D. HP color tables

**Answer: C** ([メッセージを残す](#))

**最新問題: 15**

Which statement is correct?

- A. HP produces All-in-One LaserJet cartridges because they are easy to use and provide consistently high print quality.
- B. HP offers a mix of new and refilled cartridges to give customers the choice between high quality and lower prices.
- C. Third-party refilled and remanufactured cartridges are all produced in the same HP manufacturing plant.
- D. HP only produces printers with refillable, modular toner systems to provide lowest cost per page (cpp).

**Answer: A** ([メッセージを残す](#))

**最新問題: 16**

What is the primary reason you make more profit by attaching accessories to HP printer and MFP sales?

- A. When customers use accessories, they use the product more which results in their buying more supplies.
- B. The accessories can be ordered from the web, so you do not have to spend time on it.
- C. The margin on accessories is often much larger than on the core product.
- D. Attaching accessories increases transaction time with a customer and increases opportunity to cross-sell.

**Answer: C** ([メッセージを残す](#))

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**最新問題: 17**

Which feature of an HP flow MFP is an important upgrade for workflow optimization?

- A. HP Jetdirect network connectivity
- B. Increased monthly scan volume
- C. Single-pass, double-sided scanning
- D. Larger, eight-inch touchscreen color control panel

**Answer: C** ([メッセージを残す](#))

**最新問題: 18**

What are the benefits of HP FastRes 1200? (Select two.)

- A. great image and text quality
- B. slow, but reliable data transfer
- C. more dots per inch
- D. enhanced color gamut
- E. fast data transfer, less network traffic

**Answer: A,E** ([メッセージを残す](#))

**最新問題: 19**

What is an important benefit of HP Instant-on Fuser technology?

- A. significant energy savings
- B. simple cleaning cycle
- C. printing on continuous feed paper
- D. no paper curl

**Answer: A** ([メッセージを残す](#))

**最新問題: 20**

Which ongoing challenges does a business manager face?

- A. sales growth, customer handling, administration and know-how, and expertise
- B. cash flow, competitor activity, customers, and market share development
- C. financial management, production planning, quality of goods, and stock control
- D. expense control, investment planning, sales, and administration

**Answer: B** ([メッセージを残す](#))

**最新問題: 21**

Which HP management tools make HP products easier to set up, use, and manage?  
(Select two.)

- A. balanced deployment
- B. HP Jetdirect networking
- C. HP Easy Printer Care
- D. Total Cost of Ownership calculator
- E. HP ImageREt technology

**Answer: A,C** ([メッセージを残す](#))

最新問題: 22

What does an HP Color LaserJet provide that makes the Total Cost of Ownership (TCO) lower than that of competitors?

- A. consumables' refilling capabilities
- B. fewer replacement parts and long-life consumables
- C. the cheapest base price
- D. standard finishing capabilities

**Answer: B** ([メッセージを残す](#))

最新問題: 23

What is the key technology behind HP leading First Page Out (FPO) performance?

- A. HP Intelligent Networking
- B. HP FastRes
- C. HP Color Tables
- D. HP Instant-on Fuser

**Answer: D** ([メッセージを残す](#))

最新問題: 24

What are the benefits of in-house printing of marketing pages? (Select two.)

- A. Documents can be printed in monochrome for impact.
- B. You can target customers with personalized information.
- C. Creative agencies charge less for in-house design.
- D. Marketing pages can be used on the Internet.
- E. You can print fewer numbers of pages as needed.

**Answer: B,E** ([メッセージを残す](#))

最新問題: 25

What does the HP Embedded Web Server do?

- A. Shows which devices are available for printing
- B. Automatically notifies the IT department when an imaging or printing device is in use
- C. Enables remote management of the imaging and printing device
- D. Automatically configures settings upon connection to the network

**Answer: C** ([メッセージを残す](#))

最新問題: 26

What is one advantage of HP transmit once RIP once technology?

- A. It reduces network traffic by storing the print job inside the printer.
- B. It is printer agnostic because images are rastered inside the print job.
- C. It speeds up the print job rastering process in the device firmware.

D. It reduces anomalies, such as rose patterns, in printed images.

**Answer: A** ([メッセージを残す](#))

最新問題: 27

Which key business printing technology trends are discussed in this course?

- A. digital fax, cluster print, and AIO
- B. color, convergence, and networking
- C. MFP, networking, and AIO
- D. VOIP, color, and copying

**Answer:** ([解答を表示する](#))

最新問題: 28

Which technology does HP use to increase print speed and achieve page-wide InkJet printing?

- A. HP liquid crystal technology
- B. HP BubbleJet technology
- C. HP Scalable Print technology
- D. HP Piezo InkJet technology

**Answer: C** ([メッセージを残す](#))

最新問題: 29

What is HP Capture and Route?

- A. A highly scalable capture to workflow solution
- B. A versatile server-based device driver
- C. A highly secure fleet management solution
- D. An MFP-based capture solution

**Answer: B** ([メッセージを残す](#))

最新問題: 30

What is a characteristic to look for in a potential imaging and printing customer?

- A. stable workforce (not growing)
- B. reduction of jobs
- C. concentration of knowledge workers
- D. no change in industry

**Answer: D** ([メッセージを残す](#))

最新問題: 31

What is a key value proposition for replacing aging HP imaging and printing devices?

- A. to create more internal documents
- B. to reduce employee headcount
- C. to improve document quality and effectiveness

D. to use less paper

**Answer: C** ([メッセージを残す](#))

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**最新問題: 32**

How many customers and printers are in the HP imaging and printing worldwide installed base?

- A. 400 million customers, 1 billion printers
- B. 200 million customers, 600 million printers
- C. 30 million customers, 200 million printers
- D. 100 million customers, 400 million printers

**Answer: D** ([メッセージを残す](#))

**最新問題: 33**

Upon what does the value of a business document depend? (Select two.)

- A. a simple calculation of distribution costs
- B. the cost of the toner and paper used to print
- C. the interpretation of the reader/user of the document
- D. the intended purpose of the document

**Answer: C,D** ([メッセージを残す](#))

**最新問題: 34**

What is an imaging and printing assessment?

- A. a method that supports the Customer Relationship Management process
- B. a method that ensures that all the assets and liabilities of a customer are fully registered and monitored
- C. a method of observing your customer's workflow, gathering data, and understanding the current environment
- D. a method that dramatically increases the time of the sales process, as a new assessment is required whenever a change is made

**Answer: C** ([メッセージを残す](#))

**最新問題: 35**

What percentage of the HP imaging system is contained in the HP LaserJet print cartridge?

- A. approximately 50%
- B. approximately 10%
- C. approximately 100%
- D. approximately 70%

**Answer: D** ([メッセージを残す](#))

**最新問題: 36**

What are HP Care Pack services?

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

**Answer: D** ([メッセージを残す](#))

**最新問題: 37**

Which statement is true about initial contacts that occur between a customer and a business?

- A. Most initial contacts are through a document.
- B. Most initial contacts occur during the day.
- C. Most initial contacts are face to face.
- D. Most initial contacts result in a purchase.

**Answer: A** ([メッセージを残す](#))

**最新問題: 38**

What is the key driver in a transactional type of sale?

- A. long-term planning
- B. the customer
- C. the product
- D. perceived customer benefits

**Answer:** ([解答を表示する](#))

**最新問題: 39**

What is a proven advantage of using color when advertising by mail?

- A. Color is the cheapest form of printing.
- B. People are far more likely to pick up and respond to a piece of color mail.
- C. Color printers can create stamps for mailings.

D. People are willing to buy anything if color is used.

**Answer: B** ([メッセージを残す](#))

最新問題: 40

What is a new capability the imaging and printing convergence has brought to imaging and printing workflow?

- A. scanning to email
- B. printing and then copying documents
- C. printing booklets
- D. distributing hard copies of documents by hand

**Answer: A** ([メッセージを残す](#))

最新問題: 41

Which feature is unique to HP ePrint Enterprise?

- A. Enables Apple iOS devices to print directly to the HP imaging and printing device
- B. Enables mobile devices to print via email to eliminate the need to connect to the device
- C. Installed behind the company firewall for added control and security
- D. Enhances the workflow functionality that is built into HP MFPs and some HP printers

**Answer:** ([解答を表示する](#))

最新問題: 42

Which HP technology developed for HP industrial printing is used in the design and manufacture of the HP DesignJet printing process?

- A. HP Adaptable Printing Technology
- B. HP Scalable Printing Technology
- C. HP LaserJet Modulation Technology
- D. HP Image REt Technology

**Answer: B** ([メッセージを残す](#))

最新問題: 43

How can HP Color LaserJets and HP Color LaserJet MFPs add value for your customers?

- A. by having unlimited finishing options
- B. by storing pages online
- C. by using recycled paper
- D. by enabling in-house printing of marketing collateral

**Answer: D** ([メッセージを残す](#))

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