

QUESTIONS & ANSWERS

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Selling Imaging and Printing Fundamentals

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QUESTION: 46

What is one advantage of a transactional sales approach compared to a contractual sales approach?

- A. More profitable
- B. No significant time investment required
- C. Price competition
- D. More effort required to close

Answer: B

QUESTION: 47

Where does the technology for the HP PageWide printhead come from?

- A. High end HP web presses
- B. HP business notebook touch monitors
- C. HP LaserJet printing process
- D. HP ThinkJet printing technology

Answer: B

QUESTION: 48

What is the meaning of the T in the model name of HP DesignJet printers, such as HP DesignJet T2400 eMFP?

- A. Technical
- B. Thermal
- C. Torn cat series
- D. Turbo

Answer: A

QUESTION: 49

What is the most efficient procedure for using an HP flow automatic document feeder to scan multiple sizes of media into the same document file?

- A. Tape the smaller pages onto blank pages of the largest size, and scan them all at the same time.
- B. Separate the pages of the original into stacks of each media type, and use the job build feature to scan and reassemble the document.
- C. Scan and copy the smaller pages onto media that is the size of the largest pages, and then load the copies with the larger pages to scan them into a single job.
- D. Load all pages into the tray in the original order, and scan them all in the same job.

Answer: D

QUESTION: 50

What do HP Wireless Direct printing and Apple Bonjour protocol have in common?

- A. Both enable mobile devices to communicate directly with many HP imaging and printing devices.
- B. Both are enabled when the user registers at HP.com and receives a unique email account.
- C. Both enable Android mobile devices to communicate directly with many HP imaging and printing devices.
- D. HP ePrint Enterprise requires both to be enabled.

Answer: A

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