



HP2-B51

(Selling HP Document Solutions)

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Question: 1

What are the benefits of an HP document solution sale to both you and your customer?

- A. increased sales of MFPs and greater customer satisfaction
- B. increased sales of printers and a great deal for the customer
- C. higher revenue and sales margins, and the opportunity to change the customer's work methods to increase efficiency and reduce costs
- D. higher sales volume and overheads, and the opportunity to change the customer's work methods to increase head count and reduce costs

Answer: C

Question: 2

What can IT departments provide to justify spending on new projects?

- A. ROI analysis
- B. SAP analysis
- C. ERP analysis
- D. ROA analysis

Answer: A

Question: 3

What do IT departments need to do to gain support for new projects?

- A. ensure the project comes in on budget
- B. satisfy the issues of implementation, roll out, and support
- C. satisfy the issues raised by finance and purchasing departments
- D. ensure the project meets overall business strategy and identify the beneficiaries

Answer: D

Question: 4

What is a horizontal solution?

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- A. a solution that focuses on print infrastructure solutions
- B. a solution that focuses on print management solutions
- C. a solution that addresses the needs and pain points of many business sectors
- D. a solution that addresses the needs and pain points of one specific business sector

Answer: A

Question: 5

Why is it important to continually qualify any particular opportunity?

- A. to determine a suitable length of contract
- B. to determine if the customer will install HP Web Jetadmin
- C. to decide whether or not to offer a discount on HP supplies
- D. to decide whether or not to continue to pursue the opportunity

Answer: D

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