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Exam : HP2-B67

Title : HP Imaging and Printing
Assessment and Design

Vendors : HP

Version : DEMO

NO.1 What are the four steps in the Assessment Methodologies & Measures Overview?

- A. Search, Assess, Sell, Service
- B. Qualify, Assess, Analyze, Design
- C. Interview, Discover, Define, Design
- D. Qualify, Assess, Discover, Design

Answer: A

NO.2 Which elements are correctly paired with their respective steps in the flow as provided in the

Assessment Methodologies & Measures Overview? (Select two.)

- A. Assess - TCO Analysis
- B. Analyze - Company Tour
- C. Analyze - TCO Analysis
- D. Qualify - Business Case
- E. Qualify - Company Tour

Answer: A, B

NO.3 Which statement is true about the Elements of a Corporate Strategy ? (Select two.)

- A. The objective
is the aspiration of an organization.
- B. The mission
is the quantification or specification of a goal.
- C. The goal
is the general statement of aim or purpose.
- D. The strategy
is a long-term direction or measure.
- E. The vision
is the overriding purpose

Answer: B

NO.4 Which elements are correctly paired with their respective steps in the flow as provided in the

Assessment Methodologies & Measures Overview.? (Select two.)

- A. Assess - Company Tour
- B. Assess - Discovery & Design
- C. Analyze - Managed Environment Assessment
- D. Design - Business Case
- E. Analyze - Business Case

Answer: A, B

NO.5 You are on a company tour at customer's site and you notice that stacks of consumables are placed next to printing devices or in separate rooms. What are possible pain points/risks of this practice? (Select two.)

- A. risk of expiring/non-compatible consumables
- B. high storage costs
- C. lack of remote device management
- D. insufficient service level agreements

Answer: A, B