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### What Client's Say

“ There are some less than 8 new questions, so this 70-695 dump is still mostly valid. Wrote the exams today and passed. ”

 **Timothy**  
★★★★★

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Pass-Guaranteed Certification Exam Questions | Exam Dumps - ITCertMagic

**Exam** : **HP2-B97**

**Title** : Selling HP Printing  
Hardware and Supplies

**Vendor** : HP

**Version** : DEMO

NO.1 An HP print head can fire over how many drops per second?

- A. 3 hundred
- B. 30 thousand
- C. 30 million
- D. 30 trillion

**Answer:** C

NO.2 Why has there been an increase in the use of color printing in business? (Select two.)

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

**Answer:** B,E

NO.3 What did Barilla gain by using HP original supplies?

- A. total output growth of 31%
- B. reduction of 31% in total cost of ownership
- C. increased network speeds for monitoring supplies
- D. 97% more high quality pages on their color laser printers

**Answer:** B

NO.4 What is the target market for the individual ink Officejet Pro cartridges?

- A. customers with very high workgroup print needs that require Web Jetadmin manageability
- B. customers who need maximum flexibility for color cartridge yields
- C. customers with high individual print usage who need low operating costs
- D. customers who need professional and manageable colors for proof printing

**Answer:** B

NO.5 What can happen to an HP partner who gets involved in counterfeit business?

- A. exclusion from selling printers for at least 12 month
- B. termination of Preferred Partner status
- C. termination of Smart Print Supplies contracts
- D. exclusion from the Planet Partner Program

**Answer:** B

Reference: <http://www.scienceofsupplies.com/hp/laserjet-and-inkjet-indicators.pdf> (page 1 )

NO.6 What is ColorLok?

- A. a technology and an open paper standard
- B. an HP owned technology that delivers outstanding photo quality
- C. a chemical process that protects colors and happens in the fuser
- D. an office printer standard

**Answer:** B

Reference: [http://www.hp.com/sbso/product/supplies/paper\\_colorlok.html](http://www.hp.com/sbso/product/supplies/paper_colorlok.html)

NO.7 Which technology combines the functionality of a variety of devices in one space-saving device?

- A. Copier technology
- B. New LaserJet product naming
- C. All-in-One print cartridges
- D. HP Multi Function Printers

**Answer:** D

Reference: <http://www.hp.com/united-states/campaigns/laserjet-mfp-flow/>

NO.8 Why are discounts usually given on hardware?

- A. The most current workgroup printers need a low price.
- B. The most current MFPs need discounts the most.
- C. Discounts generate a desire for the hardware.
- D. The most current retail inkjet devices start with a low price anyway.

**Answer:** C

NO.9 Which statement about uniform toner particles with equal additive distribution is true?

- A. It is a feature in all mono toners to provide maximum yield.
- B. It is part of the pay-for-print solution.
- C. It is a feature of the HP Recycling program.
- D. It is a feature provided with the colorsphere toner.

**Answer:** A

NO.10 Which technology leads to faster first-page-out times on HP LaserJet devices?

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

**Answer:** A

Reference:

<http://www.lasertekservices.com/blog/2011/04/instant-on-fuser-%E2%80%93no-more-warm-up-time-for-laser-printers.html/>