



**Vendor:** HP

**Exam Code:** HP2-B67

**Exam Name:** HP Imaging and Printing Assessment and Design

**Version:** DEMO

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**

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

**Answer: A, B**

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**

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

**Answer: A, B**

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**