

**Exam** : **HP2-B67**

**Title** : 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

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