



# HP5-B04D<sup>Q&As</sup>

Delta - Selling HP Printing and Personal Systems Hardware

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**QUESTION 1**

Align the industry sectors with their applications:

|          |                      |
|----------|----------------------|
| Retail   | <input type="text"/> |
| Consumer | <input type="text"/> |
| Energy   | <input type="text"/> |
| Legal    | <input type="text"/> |

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Hot Area:



Retail

remote equipment control

inventory management

court room presentations

e-Book reading

Consumer

remote equipment control

inventory management

court room presentations

e-Book reading

Energy

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Correct Answer:



Retail

- remote equipment control
- inventory management
- court room presentations
- e-Book reading

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Legal

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- inventory management
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- e-Book reading

**QUESTION 2**

Your customer needs personal computing devices for complex analysis of company data. Which solution should you recommend\?

- A. HP EliteBook
- B. HPElitePad
- C. HP EliteDesk
- D. HP NoteBook



Correct Answer: A

### QUESTION 3

Your customer will be installing 30 Z620 workstations in a large room. Their current installation is so noisy that the users are complaining they cannot work effectively.

How would you describe the approximate noise level these 30 workstations will make if they are all operating their SATA drives?

- A. About the noise level of a calm room, like a library, 20-30 db
- B. About the noise level of normal conversation, 40-60 db
- C. About the noise level of traffic on a busy road. 80-90 db
- D. About the noise level of a jackhammer, more than 100db

Correct Answer: B

## Keeping the noise levels down

### Decibel (Loudness) comparison \*

|   |              |  |
|---|--------------|--|
| Weakest sound heard                       | 0dB          | Mosquito at 3m                                 |
| Light leaf rustling, calm breathing       | 10dB         |  |
| Very calm room, (library)                 | 20-30dB      | HP Z1 Idle: 20 dB; SATA drive operating: 20 dB |
| Washing machine/dishwasher                | 42-53 dB     | Z620 Idle: 32dB; SATA drive operating: 34 dB   |
| Normal conversation at 1m                 | 40-60dB      | <b>100 HP Z1 SATA drive operating: 40 dB</b>   |
| EPA defined max. to avoid stress etc      | 70dB         | <b>30 Z620 SATA drive operating: 49 dB</b>     |
| <b>May damage hearing if sustained</b>    | <b>85 dB</b> |  |
| Traffic on busy roadway at 10m            | 80-90dB      |  |
| Jackhammer at 1m                          | approx 100dB |  |
| <b>Risk of instantaneous hearing loss</b> | <b>120dB</b> |  |



### QUESTION 4

What is the security risk associated with printing from a mobile device away from the office?

- A. Imaging and printing devices may store files on internal drives or hard disks.
- B. Malicious users could disable a printing device from an unsecured control panel.
- C. Employees may expose company data sent over unsecured networks or leave printouts uncollected.



D. Malicious users could change imaging and printing device settings from an unsecured control panel.

Correct Answer: C

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#### QUESTION 5

Which organization awarded HP Web Jetadmin its highest rating for the significant benefits it delivers to customers?

- A. IDC
- B. Independent Printing Association
- C. Gartner
- D. Buyers Laboratory Inc.

Correct Answer: D

Web Jetadmin is powerful software delivering substantial benefits for customers - it has been awarded the highest rating of 5 stars by Buyers Laboratory Inc.

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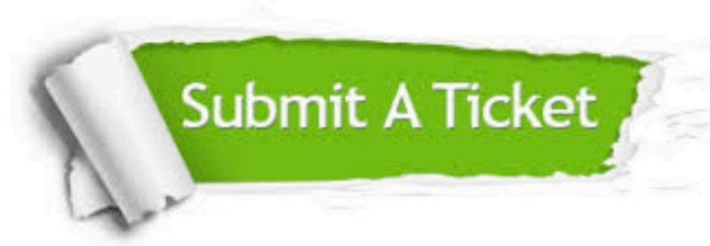
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