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QUESTION 1

Why should you use genuine HP supplies if you have an HP printer?

- A. For access to HP e-Print
- B. For reliable, trouble-free printing
- C. For native driver support
- D. For faster print speeds

Correct Answer: B

QUESTION 2

Which program provides a full service contract to the customer?

- A. HP Planet Partner Program
- B. HP Channel Lead Pay Per Use
- C. HP Supplies Big Deal
- D. HP Win-Back

Correct Answer: B

QUESTION 3

Who is affected most by the sale and distribution of counterfeit supplies? (Select two.)

- A. The counterfeit selling reseller
- B. HP authorized distribution
- C. Recycling plant manufacturers
- D. The competition
- E. the customer

Correct Answer: BE

QUESTION 4

What are the components of Laser cartridges? (Select three.)

- A. Imaging drum



- B. Laser diode
- C. Pick-up roller
- D. Charging roller
- E. Cleaning blade
- F. Fuser

Correct Answer: ADE

QUESTION 5

Which statement is true about loyal HP customers?

- A. They value price overall other factors when making a purchase
- B. They commonly seek out various suppliers for the best deal
- C. They are not concerned about product reliability.
- D. They purchase products from the HP brand and one reseller only.

Correct Answer: D

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