



# HP2-B110<sup>Q&As</sup>

Selling HP Imaging and Printing Supplies – Exam

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#### QUESTION 1

What is the key driver for supplies sales?

- A. Response to the competition
- B. End of life
- C. Need
- D. Price drop

Correct Answer: C

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#### QUESTION 2

Why is toner particle size and additive distribution important?

- A. It is easier to recycle.
- B. It is a feature in all mono toner for maximum yield.
- C. It is a feature with color toner that gives the customer excellent print quality.
- D. It is for customers who are cost-per-page sensitive.

Correct Answer: C

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#### QUESTION 3

What is meant by a "Clone Cartridge"?

- A. A non-HP cartridge that comes in a packing intended to mislead the customer to believe it is an HP original
- B. A one-to-one copy of an HP cartridge that comes in HP packaging
- C. A newly manufactured cartridge that is not manufactured by HP or with any HP parts or ink/toner, but still designed to work in an HP printer
- D. High quality remanufactured cartridge that comes with HP Original toner or ink

Correct Answer: C

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#### QUESTION 4

When might you get suspicious about a security label?

- A. When the label is on a value Inkjet cartridge



- B. When the label is placed on the tear strip
- C. When the label has a quick response (QR)
- D. When there is no color-flip and motion feature

Correct Answer: D

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#### QUESTION 5

How can you ensure the lowest cost per page for office users?

- A. By looking up the best price on the HP cartridge management tool
- B. By making the customer print fewer copies
- C. By choosing the correct printer for the user's needs
- D. By buying the lowest price printer

Correct Answer: C

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