

HP5-B02D^{Q&As}

Delta-Selling HP Imaging and Printing Supplies

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QUESTION 1

Where is the security label on a laser cartridge?

- A. Only on the bottom
- B. Only on the top
- C. Randomly placed on the packaging
- D. Always on the tear strip

Correct Answer: B

QUESTION 2

What characterizes the supplies product life cycle?

- A. It is linked to the page coverage.
- B. It is the same as the product lifecycle of the printer (hardware).
- C. It is significantly longer than the product lifecycle of the printer (hardware).
- D. It is shorter than the product lifecycle of a printer (hardware).

Correct Answer: D

QUESTION 3

Why are HP supplies important to the reseller?

- A. Because of the partner discount process
- B. Because the customer will only choose original supplies
- C. Because you can have the highest margin with HP originals
- D. Because the customer purchasing period can be up to 10 years for just one printer

Correct Answer: A

QUESTION 4

What are the hidden costs in the framework of printing?

- A. Wasted toner, ink, and paper due to reprints
- B. Costs of an intern

- C. Price of the printer after tax
- D. Price of the cartridge after discounts

Correct Answer: A

QUESTION 5

What is the name of the HP print cartridge return and recycle program?

- A. HP Earth Care
- B. HP Environmental Care Pack
- C. HP Planet Partner
- D. HP Go Recycle

Correct Answer: C

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