



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

Selling HP Imaging and Printing Supplies – Exam

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#### QUESTION 1

Which statement is true regarding multi-pack ink cartridges?

- A. They should only be sold to small-to-medium sized customers.
- B. The customer can save over 30%.
- C. They are designed specifically for home users.
- D. They offer better value to customers who print a lot.

Correct Answer: D

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#### QUESTION 2

Which laser-supplies product offers the highest number of printable pages?

- A. EU cartridge packs
- B. E cartridge packs
- C. A cartridge packs
- D. XD cartridge packs

Correct Answer: D

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#### QUESTION 3

Approximately what percent of the HP printers imaging system is contained in the HP laserJet All-in-One print cartridge?

- A. 70%
- B. 50%
- C. 90%
- D. 30%

Correct Answer: A

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#### QUESTION 4

Why are HP supplies important to the reseller?

- A. Because you can have the highest margin with HP originals



- B. Because the customer will only choose original supplies
- C. Because the customer purchasing period can be up to 10 years for just one printer
- D. Because of the partner discount process

Correct Answer: C

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#### QUESTION 5

According to the InfoTrends 2011 report, what percentage of remanufactured cartridges will ultimately be thrown away?

- A. 12% ink and 11% toner
- B. 33% ink and 12% toner
- C. 92% ink and 91% toner
- D. 59% ink and 59% toner

Correct Answer: C

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