



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

Selling HP Imaging and Printing Supplies – Exam

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#### QUESTION 1

Which term or phrase is synonymous with value for money?

- A. Good margin
- B. Low purchase price
- C. Excellent reliability and superior print quality
- D. Warranty

Correct Answer: C

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#### QUESTION 2

An HP printhead can fire more than how many drops per second?

- A. 30 trillion
- B. 30 thousand
- C. 300
- D. 30 million

Correct Answer: D

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#### QUESTION 3

What is a typical cross-selling question?

- A. "Can I make your sale bigger?"
- B. "Wouldn't you benefit even more from an HP X cartridge?"
- C. "Do you Print duplex?"
- D. "Do you also have HP Inkjet printers? If so, we have a good offer on HP ink supplies at the moment."

Correct Answer: D

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#### QUESTION 4

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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#### QUESTION 5

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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