



# HP5-B02D<sup>Q&As</sup>

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

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#### QUESTION 2

Where can customers find more information about how to protect themselves from counterfeit products?

- A. The HP anti-counterfeit video hotline
- B. The HP anti-counterfeit website
- C. The HP anti-counterfeit TV channel
- D. The HP anti-counterfeit end-customer investigation trainings

Correct Answer: B

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#### QUESTION 3

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

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#### QUESTION 4

Which term or phrase is synonymous with value for money?

- A. Excellent reliability and superior print quality
- B. Low purchase price



C. Good margin

D. Warranty

Correct Answer: B

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#### QUESTION 5

How does HP recycle cartridges?

A. Where possible, HP tests every empty ink cartridge that is returned to see if it can be refilled.

B. HP encourages customers to close the loop and decide if a cartridge should be sent to a landfill or get refilled.

C. HP closes the loop and manufactures new laser cartridges by using up to 25% recycled plastics.

D. Where possible. HP tests every empty ink cartridge that is returned to sell them to local refillers.

Correct Answer: C

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