



HP5-B02D^{Q&As}

Delta-Selling HP Imaging and Printing Supplies

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QUESTION 1

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

QUESTION 2

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 3

What are the components of Laser cartridges? (Select three.)

- A. Laser diode
- B. Imaging drum
- C. Fuser
- D. Charging roller
- E. Cleaning blade
- F. Pick-up roller

Correct Answer: ABE

QUESTION 4

Which program provides a full service contract to the customer?



- A. HP Channel Lead Pay Per Use
- B. HP Supplies Big Deal
- C. HP Planet Partner Program
- D. HP Win-Back

Correct Answer: B

QUESTION 5

What is meant by a "Clone Cartridge"?

- A. A high quality remanufactured cartridge that comes with HP Original toner or ink
- B. A one-to-one copy of an HP cartridge that comes in HP packaging
- C. A non-HP cartridge that comes in a packing intended to mislead the customer to believe it is an HP original
- D. 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

Correct Answer: C

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