

Vendor: HP

Exam Code: HP2-B110

Exam Name: Selling HP Imaging and Printing Supplies

Version: DEMO

QUESTION 1
What are the components of Laser cartridges? (Select three.)

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

Answer: ADE

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

Answer: D

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%

Answer: A

QUESTION 4
Why should you look after a loyal customer?

A. They tend to be more faithful to one reseller.
B. They spend the most money.
C. They tend to be more demanding.
D. They are willing to sacrifice quality for an attractive price.

Answer: A

QUESTION 5
What is the name of the HP print cartridge return and recycle program?

A. HP Environmental Care Pack
B. HP Go Recycle
C. HP Earth Care

D. HP Planet Partner

Answer: D
Explanation:
https://h30248.www3.hp.com/recycle/ereturns/welcome-hpe.asp?__cc=gb&__la=en

QUESTION 6
In which type of hardware is the majority of the current total supplies sell-out used?

A. Devices that are older than the current line-up
B. The most current retail HP inkjet devices from this year's line-up
C. The most current workgroup printers from this year's line-up
D. The most current MFPs from this year's line-up

Answer: A

QUESTION 7
What is ColorLok?

A. A technology and an open paper standard
B. An office printer standard
C. A chemical process that protects colors and takes place in the fuser
D. An HP-owned technology that delivers outstanding photo quality

Answer: A
Explanation:
http://www.hp.com/sbso/product/supplies/paper_colorlok.html

QUESTION 8
According to the 2013 Spencer Lab laser study, approximately what percent of non-HP toner cartridges had problems?

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

Answer: B
Explanation:
http://www.techdata.co.uk/Pages/Start.aspx?p=Press%20Release&c=Detail&PressRelease=true&PId=1&ID=179&corpregionid=14&Inframe=yes%20&Culture=en-gb&SystemPage=yes (last para)

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