



HP2-B110^{Q&As}

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QUESTION 1

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

QUESTION 2

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%

Correct Answer: B

QUESTION 3

Which list appropriately demonstrates the order in which the laser printing process occurs?

- A. Charging, expose, deploy, transfer, fusing, pickup
- B. Charging, expose, development, transfer, fusing, cleaning
- C. Charging, development, transfer, exposure, fusing, discharging
- D. Expose, charging, transfer, development, cleanup, fusing

Correct Answer: B

QUESTION 4

Why should you use genuine HP supplies if you have an HP printer?

- A. For access to HP e-Print
- B. For reliable, trouble-free printing



- C. For native driver support
- D. For faster print speeds

Correct Answer: B

QUESTION 5

If the customer is looking for best cost per page for black text, but hardly uses color, which ink cartridges would you recommend?

- A. A higher fill value black and standard color cartridge
- B. Two standard black cartridges and one value color cartridge
- C. A two-pack XL black cartridge
- D. A standard fill black and color cartridge

Correct Answer: B

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