



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

Selling HP Imaging and Printing Supplies – Exam

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#### QUESTION 1

Which statement is true about the HP market position?

- A. HP creates its own market.
- B. HP is ranked first or second in most major markets.
- C. Being number five in the market gives you a positive goal.
- D. HP is the ultimate leader in every market.

Correct Answer: B

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#### QUESTION 2

Which design elements are always considered when HP designs a new cartridge? (Select two.)

- A. Lowest cost per page
- B. Manageability
- C. High availability
- D. HP warranty
- E. Ease of use
- F. Highest page yield

Correct Answer: BE

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#### QUESTION 3

Which part of the print head fires the ink?

- A. Nozzle
- B. Intelligent circuit
- C. Media
- D. Fuser

Correct Answer: A

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#### QUESTION 4

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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#### QUESTION 5

What characterizes the supplies product life cycle?

- A. It is the same as the product lifecycle of the printer (hardware).
- B. It is shorter than the product lifecycle of a printer (hardware).
- C. It is linked to the page coverage.
- D. It is significantly longer than the product lifecycle of the printer (hardware).

Correct Answer: D

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