



# 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 you find more information about supplies questions that relate to topics such as expiration, warranty, and yields?

- A. The HP Product Bulletin
- B. The HP cartridge selection offline tool: [www.hp.com/HP\\_Supplies\\_At\\_Hand](http://www.hp.com/HP_Supplies_At_Hand)
- C. The HP Supplies Website: [www.hp.com/page/yield](http://www.hp.com/page/yield)
- D. The Clever Sales Portal for Resellers

Correct Answer: A

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### QUESTION 3

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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### QUESTION 4

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 5

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

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