



# HP5-B02D<sup>Q&As</sup>

Delta-Selling HP Imaging and Printing Supplies

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#### QUESTION 1

What are the hidden costs in the framework of printing?

- A. Wasted toner, ink, and paper due to reprints
- B. Costs of an intern
- C. Price of the printer after tax
- D. Price of the cartridge after discounts

Correct Answer: A

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#### QUESTION 2

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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#### QUESTION 3

When might you get suspicious about a security label?

- A. When there is no color-flip and motion feature
- B. When the label is on a value Inkjet cartridge
- C. When the label has a quick response (QR)
- D. When the label is placed on the tear strip

Correct Answer: A

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#### QUESTION 4

Which feature is included in a Laser printing system?

- A. Tri-color cartridge
- B. Charging roller



C. Print head

D. Adaptive lighting

Correct Answer: B

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#### QUESTION 5

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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