

IT 认证电子书



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Exam : HP5-B02D

**Title : Delta-Selling HP Imaging
and Printing Supplies**

Version : DEMO

1.Which term or phrase is synonymous with value for money?

- A. Excellent reliability and superior print quality
- B. Low purchase price
- C. Good margin
- D. Warranty

Answer: B

2.Why is the term "Compatible Cartridge" confusing for customers?

- A. It is a term for a Remanufactured cartridge
- B. It is a term used for Refilled, Remanufactured and Clone cartridges.
- C. It is a term for a product with a low purchasing price.
- D. It is a term for a 100% new cartridge

Answer: B

Reference:http://www.webopedia.com/TERM/C/compatible_cartridge.html

3.What is the name of the HP print cartridge return and recycle program?

- A. HP Earth Care
- B. HP Environmental Care Pack
- C. HP Planet Partner
- D. HP Go Recycle

Answer: C

Reference:<http://www8.hp.com/us/en/hp-information/environment/recyclingreuse.html#.UrRVNmQmmZ0>