

# HP

## Exam HP2-B44

### Selling HP Imaging and Printing Supplies

Version: 7.0

[ Total Questions: 42 ]

## HP HP2-B44 : Practice Test

**Question No : 1**

Who are the most valuable customers (MVC) in Small Medium businesses for HP Supplies?

- A. food suppliers and caterers
- B. oil retailers and HP mono LaserJet users
- C. advertising agencies and color printouts
- D. logistics companies and mono HP mfp users

**Answer: C**

**Question No : 2**

Name two sales and marketing programs for HP Supplies.

- A. HP Pay For Print program and HP Corporate Supplies program
- B. HP Recycle Cash-back program and HP Rent For Print program
- C. HP Low Carbon Footprint Program and HP New Customer Explorer program
- D. HP SMB Supplies program and HP Commercial Supplies Outsourced Marketing

**Answer: A**

**Question No : 3**

How many years can HP LTO-3 tapes survive in a vault?

- A. 10 years
- B. 15 years
- C. 30 years
- D. 100 years

**Answer: C**

**Question No : 4**

What are the key advantages of original HP inks?

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- A. unique HP specially formulated color inks for outstanding fade resistant offset printing
- B. unique HP specially formulated color inks to produce a range of durable metallic effects
- C. unique HP specially formulated color inks for outstanding image quality and fade resistance
- D. unique HP specially formulated color inks for graphic artists specializing in industrial design

**Answer: C**

### Question No : 5

HP inks are formulated to deliver great results across a wide range of media. What are the quality performance capabilities of these inks?

- A. opaque, solvent and great image quality
- B. durable, permanence and great image quality
- C. spreadable, translucent and great image quality
- D. transparent, effervescent and great image quality

**Answer: B**

### Question No : 6

Why are HP tapes an environmentally friendly storage solution?

- A. Tape drives are free of ozone emissions unlike disk drives.
- B. Tape require a fraction of the energy costs of disk storage.
- C. Tape production requires a fraction of the raw materials of disk storage.
- D. Tapes are manufactured from eco-friendly natural resources unlike disks.

**Answer: C**

### Question No : 7

What is a possible result of users choosing remanufactured or refilled cartridges in an attempt to reduce the cost of printing supplies?