



Vendor: HP

Exam Code: HP2-B91

Exam Name: HP Imaging and Printing Supplies - Sales

Version: DEMO

QUESTION 1

In which type of hardware does the majority of the current total supplies sell-out occur?

- A. most current workgroup printers from this year's line-up
- B. most current MFPs from this year's line-up
- C. older devices than the current line-up
- D. most current retail inkjet devices from this year's line-up

Answer: A

QUESTION 2

What are primary factors in the explosion of digital content? (Select two.)

- A. faster print speeds
- B. analog to digital content
- C. better print quality
- D. mobility and the internet

Answer: BD

QUESTION 3

Which statement is correct about product life cycle of supplies?

- A. It is shorter than the printer's product lifecycle.
- B. It is the same as the printer's product lifecycle.
- C. It is significantly longer than the printer's product lifecycle.
- D. It is linked to the page coverage

Answer: C

QUESTION 4

What defines the total HP supplies sales?

- A. average printer age, number of users, yield per cartridge
- B. hardware market share, number of users, supplies market share
- C. HP installed base, usage, HP supplies market share
- D. market size, usage, aftermarket

Answer: C

QUESTION 5

What is part of the HP system message?

- A. HP UX, All-in-One cartridges, HP FutureSmart
- B. photopaper, digital cameras, aftermarket
- C. supplies, hardware, media
- D. laptops, touchpads, servers, printers

Answer: C

QUESTION 6

What part of a laser cartridge is essential for the HP FastRes technology?

- A. cleaning blade
- B. photosensitive drum
- C. fuser
- D. open system design

Answer: D

QUESTION 7

What helps compensate for known cartridge component wear?

- A. shake free cartridges
- B. electro-photographic adjustment with the smart chip
- C. HP All-In-One cartridge
- D. HP printer built-in alerts

Answer: B

QUESTION 8

How does an HP All-In-One print cartridge give the customer consistent print quality?

- A. It has separate drum and toner reservoirs.
- B. The transfer roller is also replaced along with the toner.
- C. It is assembled to the highest standards.
- D. Cartridge replacement also replaces all critical components.

Answer: B

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