

HP

HP2-H82 Exam

Selling HP Supplies 2019 Exam

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Version: 7.0

Question: 1	
What happens to the printer warranty when a non-HP cartridge is used in	n an HP printer?
A. If it is determined that the printer does not work due to the non-origin cover the repair costs	-
B. The original HP Universal Print Driver will not support the printer anyn	nore.
C. The printer will print at a lower quality but at a higher speed.	es UD to avaluda the printer
D. If the printer senses the non-original HP cartridge, it will report it t from warranty.	to he to exclude the printer
_	Answer: C
Question: 2	
How does HP ensure that customers can trust purchasing original HP s channel?	upplies from the authorized
A. Channel Management Inspections (CMIs)	
B. channel audits	
C. Channel Partner Protection Audits (CPPAs)	
D. channel investigation	
	Answer: D
Question: 3	
You are delivering your message of original HP versus non-original HP customer aware the best way to accomplish this?	and you want to make your
A. by letting your customer use non-HP first and after they have an original HP	issue, switch them back to
B. by explaining the HP ink technologies in detail	
C. by focusing on the tests done by Buyers Lab and Spencer Labs C. by sending them the ink tests done by HP at the HP test center	
	Answer: A
Question: 4	

A loyal HP small-to-midsized business (SMB) customer is looking to renew their HP supplies. Which

supplies program is correct for this customer?

- A. Supplies Big Deals (SBD) only
- B. Supplies Big Deals (SBD) with Managed Component
- C. Managed Contract only
- D. Supplies Big Deals (SBD) with Managed Contract and Resilient Technologies

Answer: C	
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Question: 5

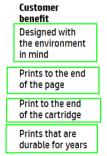
DRAG DROP

Match the HP pagewide customer benefit (on the left) with the HP PageWide feature (on the right)

Match the HP PageWide customer benefit (on the left) with the HP PageWide feature (on the right).

Customer benefit		PageWide feature
Designed with the environment in mind		Avoid wasted, half-printed, or poor-quality pages
Prints to the end of the page	(6)	PageWide cartridges are built for low energy use and are suitable for use in cleanrooms
Print to the end of the cartridge		Rigorous testing to ensure fade resistance
Prints that are durable for years		Air Flow is tested at the end of each page, allowing the option to change the cartridge if required
		Answer:

 ${\it Match the HP PageWide customer benefit (on the left) with the HP PageWide feature (on the right)}.$



	PageWide feature
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Designed with the environment in mind	cleanrooms Rigorous testing to ensure fade resistance Air Flow is tested at the end of each page, allowing the option to change the cartridge if required
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