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**Exam** : **HP2-H82**

**Title** : **Selling HP Supplies 2019**

**Vendor** : **HP**

**Version** : **DEMO**

**NO.1** Which statement is true about a refilled cartridge?

- A. A refilled cartridge is a refurbished original HP cartridge.
- B. Worn-out parts are not replaced in a refilled cartridge.
- C. A refilled cartridge is also known as a reman or rebuilt cartridge.
- D. Worn-out parts are replaced in a refilled cartridge.

**Answer:** A

**NO.2** Which statement is true about remanufactured/rebuilt cartridges?

- A. Remanufactured/rebuilt cartridges are also called clones when they infringe on intellectual property.
- B. Some worn-out parts, ink, or toner are replaced in remanufactured/rebuilt cartridges.
- C. Usage marks are not visible.
- D. Remanufactured/rebuilt cartridges are HP cartridges that are reused by refilling with non-original/third-party ink or toner.

**Answer:** D

**NO.3** Which benefit do the HP JetIntelligence cartridges provide?

- A. manual seal removal
- B. combo/multi-pack
- C. anti-fraud technology
- D. photo value pack

**Answer:** B

**NO.4** What program offers free and convenient return and recycling options for HP cartridges?

- A. Jet Intelligence
- B. Closed-Loop Recycling
- C. regionalization
- D. HP Planet Partners

**Answer:** D

**NO.5** What are compelling business opportunities for selling original HP and genuine Samsung supplies? (Select three.)

- A. a high financial kickback when cartridges are returned through the Planet Partner program
- B. effective distribution due to HP's small portfolio
- C. consistent product performance in quality and reliability
- D. lowest pricing when compared to non-HP/Samsung supplies
- E. more satisfied and loyal customers
- F. great profit from original HP and genuine Samsung supplies

**Answer:** A,B,F