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QUESTION 1

In which type of hardware is the majority of the current total supplies sell-out used?

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

Correct Answer: A

QUESTION 2

If a customer buys a "Recycled Cartridge" what type of cartridge do they have?

- A. A 100% new cartridge designed for recycling and renewal
- B. A cartridge that can be refilled, remanufactured, or cloned, but has no standard naming convention
- C. A clone cartridge, made from recycled toner or ink
- D. A cartridge that can be refilled or remanufactured, but has no standard naming convention

Correct Answer: D

QUESTION 3

Who is affected most by the sale and distribution of counterfeit supplies? (Select two.)

- A. The counterfeit selling reseller
- B. HP authorized distribution
- C. Recycling plant manufacturers
- D. The competition
- E. the customer

Correct Answer: BE

QUESTION 4

According to the InfoTrends 2011 report which statement is true?

- A. The use of non-HP cartridges will result in a 10% smaller carbon footprint due to the higher recycling rate.



- B. 91% of HP original cartridges will have a 92% smaller carbon footprint than remanufactured cartridges.
- C. When considering reliability and print quality issues, the carbon footprint of a remanufactured cartridge is 10% less than an HP original cartridge
- D. The use of remanufactured or HP cartridges will have no significant impact on the carbon footprint.

Correct Answer: B

QUESTION 5

On what medium is HP ink designed to give high quality printouts?

- A. HP Base Photo Paper
- B. Photocopy paper
- C. HP printable labels
- D. A variety of media

Correct Answer: A

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