



**Vendor:** HP

**Exam Code:** HP5-B02D

**Exam Name:** Delta-Selling HP Imaging and Printing  
Supplies

**Version:** DEMO

**QUESTION 1**

Which term or phrase is synonymous with value for money?

- A. excellent reliability and superior print quality
- B. low purchase price
- C. good margin
- D. warranty

**Answer:** A

**QUESTION 2**

Why is the term "Compatible Cartridge" confusing for customers?

- A. It is a term for a Remanufactured cartridge.
- B. It is a term used for Refilled, Remanufactured and Clone cartridges.
- C. It is a term for a product with a low purchasing price.
- D. It is a term for a 100% new cartridge.

**Answer:** B

**QUESTION 3**

What is the name of the HP print cartridge return and recycle program?

- A. HP Earth Care
- B. HP Environmental Care Pack
- C. HP Planet Partner
- D. HP Go Recycle

**Answer:** C

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