



## **HP2-B44**

(HP2-B44: Selling HP Imaging and Printing Supplies)

Document version: 11.05.07

## Important Note About HP2-B44 PDF

techeXams' **HP2-B44 PDF** is a comprehensive compilation of questions and answers that have been developed by our team of certified professionals. In order to prepare for the actual exam, all you need is to study the content of this exam questions. An average of approximately 10 to 15 hours should be spent to study these exam questions and you will surely pass your exam. It's our guarantee.

### Copyright

techeXams holds the copyright of this material. techeXams grants you a limited license to view and study this material, either for personal or commercial use. Unauthorized reproduction or distribution of this material, or any portion thereof, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under law.

### Disclaimer

Neither this guide nor any material in this guide is sponsored, endorsed or affiliated with any of the respective vendor. All trademarks are properties of their respective owners.

## Question: 1

**What are the two features of the HP Corporate Supplies Program that benefit both the customer and the reseller respectively?**

- A. HP CSP Rebate and HP CSP Price Protection
- B. HP CSP Buy Back and HP CSP Volume Discounts
- C. HP CSP One Month Free HP CSP Sale or Return
- D. HP CSP Lease and Lend and HP CSP Lease and Rental

Answer: B

## Question: 2

**Describe the HP in-house Marketing Program. their HP printer using HP special media with support from partners and HP.**

- B. A program to stimulate SMB customers to produce their marketing collateral in house on their HP printer using HP special media with support from partners and HP.
- C. A program to stimulate all HP customers to produce their marketing collateral in house on their HP printers using HP special media with support from partners and HP.
- D. A program to stimulate corporate and enterprise customers to produce all their marketing collateral in house on their HP printer using HP special media with support from partners and HP.

Answer: C

## Question: 3

**What are the most relevant benefits of HP Channel CRM?**

- A. high customer turnover and more overhead
- B. more turnover and increased customer service
- C. more profit and higher customer retention rates
- D. large mail shots producing more sales opportunities

Answer: C

Question: 4

**Independent test results from Wilhelm Imaging Research showed that when using HP ink with Premium Plus Photo Paper, HP out performed all the competition in fade resistance. How many years does it take before visible fading occurs?**

- A. 53 years
- B. 63 years
- C. 73 years
- D. 83 years

Answer: C

Question: 5

**What is a benefit of the HP Pay for Print Program for Supplies customers?**

- A. to increase efficiency in ordering and accounting for print supplies
- B. to reduce printer uptime and printing Cost per Page by manual ordering of print supplies
- C. to allow print costs to be concealed so sales margins increase unnoticed as budgets tighten
- D. to increase customer stock volumes of print supplies by buying at favorable currency exchange rates

Answer: A

Question: 6

**HP Channel-based CRM offers different promotions to suit different customer segments' requirements. What are two examples?**

- A. competition to win a HP mfp and free supplies for a year
- B. trade in and trade up promotion and promoting mono printing
- C. installed base renewal promotion and promoting in house marketing
- D. special offers for banks and the benefits of using remanufactured cartridges

Answer: C

Question: 7

**Why buy original HP inkjet and LaserJet print cartridges?**

- A. there is usually no toner, no ink and no paper waste
- B. there is usually no finance, no returns and no refunds
- C. there is usually no noise, no vibration and are no fumes
- D. there is usually no static, no ozone emissions and no dust

Answer: A

Question: 8

**Security labels on HP ink and toner cartridge boxes are being changed. What are the main features of these labels to identify genuine original HP cartridges?**

- A. The existing labels show original ink/toner in light and dark blue. The new labels will show OK and a tick symbol on each side of the HP logo.
- B. The existing labels show real ink/toner in light and dark blue. The new labels will show a trademark symbol ® on each side of the HP logo. and PRINT on each side of the HP logo.
- D. The existing labels show genuine ink/toner in light and dark blue. The new labels will show TRUE and INK/TONER each side of the HP logo moving as the box is turned.

Answer: A

Question: 9

**According to Corporate Knights and Innovest, HP is quoted as an environmentally leading company, by which measure?**

- A. global 100 most sustainable corporations in the world, 2005-2007
- B. global 500 most sustainable corporations in the world, 2005-2007
- C. global 1000 most sustainable corporations in the world, 2005-2007
- D. global 5000 most sustainable corporations in the world, 2005-2007

Answer: A

Question: 10

**Which three steps should you take to optimize and simplify an enterprise customer's printing and copying network?**

- A. Assess the customer's supplies ordering, reorganize the stock of supplies and optimize levels of discount
- B. Assess the customer's IT infrastructure, reorganize the customer's printing fleet and optimize the printing output
- C. Assess the customer's supplies environment, optimize the customer's printing fleet, remove all color printers and optimize the document workflow.
- D. Assess the customer's printing environment, optimize the customer's printing fleet, introduce total print management and optimize the digital workflow.

Answer: D

## Get Full Version of Exam HP2-B44 PDF Q&A

techeXams presents authentic, genuine and valid study material, which promise 100% success in very first attempt. To take optimal results for HP2-B44 exam, you need to buy full version of HP2-B44 question and answer. An average of approximately 10 to 15 hours should be spent to study these exam questions and you will surely pass your exam. So come join us and quench your thirst for knowledge.

**Get complete HP2-B44 questions and answers by visiting URL**

**<http://www.techexams.ws/exams/HP2-B44.do>**