



**Vendor:** HP

**Exam Code:** HP2-B91

**Exam Name:** HP Imaging and Printing Supplies - Sales

**Version:** DEMO

1. In which type of hardware does the majority of the current total supplies sell-out occur?

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

**Answer: A**

2. What are primary factors in the explosion of digital content.? (Select two.)

- A. faster print speeds
- B. analog to digital content
- C. better print quality
- D. mobility and the internet

**Answer: B,D**

3. Which statement is correct about product life cycle of supplies?

- A. It is shorter than the printer's product lifecycle.
- B. It is the same as the printer's product lifecycle.
- C. It is significantly longer than the printer's product lifecycle.
- D. It is linked to the page coverage

**Answer: C**

4. What defines the total HP supplies sales?

- A. average printer age, number of users, yield per cartridge
- B. hardware market share, number of users, supplies market share
- C. HP installed base, usage, HP supplies market share
- D. market size, usage, aftermarket

**Answer: A**

5. What is part of the HP system message?

- A. HP UX, All-in-One cartridges, HP FutureSmart
- B. photopaper, digital cameras, aftermarket
- C. supplies, hardware, media
- D. laptops, touchpads, servers, printers

**Answer: C**