

P2140-049^{Q&As}

IBM Rational Focal Point Technical Sales Mastery Test v1

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QUESTION 1

Which feature of Rational Focal Point (RFP) allows product ideas to be submitted from stakeholders who do not have access to the tool?

- A. direct email capture
- B. Lotus Sametime integration
- C. text message capture
- D. public Web forms

Correct Answer: A

QUESTION 2

According to the 2006 study by the Aberdeen Group, what is the most common cause of new products failing to launch successfully?

- A. unclear or changing requirements
- B. slowdowns in global economy
- C. uninformed stakeholders
- D. competing products hitting the market earlier

Correct Answer: A

QUESTION 3

Which display setting shows elements as colored bars on a timeline?

- A. Traceability Matrix
- B. Gantt Chart
- C. Display news in the view
- D. Statistics

Correct Answer: B

QUESTION 4

Which feature of Rational Focal Point (RFP) is used to chart the results of Pairwise Comparisons?

- A. Prioritize

- B. Visualize
- C. Relational Graph
- D. Display

Correct Answer: B

QUESTION 5

Which customer pain point is best addressed by the Pairwise Comparison feature of Rational Focal Point (RFP)?

- A. difficulty aligning marketing and development to timelines
- B. unclear requirements
- C. not being agile enough to react to the market
- D. inability to properly value product opportunities

Correct Answer: D

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