

P2140-049^{Q&As}

IBM Rational Focal Point Technical Sales Mastery Test v1

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QUESTION 1

Which rule	drives the	need for	strona	prioritization	in product	management?

- A. 50/50 rule
- B. 60/40 rule
- C. 70/30 rule
- D. 80/20 rule

Correct Answer: D

QUESTION 2

What is the TOP challenge faced by product teams that is met by Rational Focal Point (RFP)?

- A. decision process not based on objective information(politics)
- B. unwillingness to stop projects underway
- C. poorly defined portfolio decision criteria
- D. inability to properly value product opportunities

Correct Answer: D

QUESTION 3

Which statement is TRUE about filters in Rational Focal Point (RFP)?

- A. Filters can only be created from the tree view.
- B. Filters can be used to make the data in RFP more manageable.
- C. Everyone can create global filters.
- D. Saved filters can only be used by the user who created them.

Correct Answer: B

QUESTION 4

Whichorganization has been a Rational Focal Point (RFP) customer for many years and provides a powerful testimonial of its worth?

A. Credit Suisse



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C. Nordkap Bank

D. Saxo Bank

Correct Answer: B

QUESTION 5

How does Rational Focal Point help product managers when they have productinput coming from multiple sources?

- A. by providing them with the enterprise architecture analysis tool
- B. by determining the work breakdown structure
- C. by providing the 4-step decision making process
- D. by centralizing product information

Correct Answer: D

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