

# HP2-N47<sup>Q&As</sup>

Selling HP Application Lifecycle Management Solutions

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### QUESTION 1

Which value proposition will most likely resonate with the director of performance testing?

- A. HP Performance Center enables better IT/business alignment while ensuring that test requirements are visible to the entire team.
- B. HP Quality Center manages requirements, improves performance predictability, isolates bottlenecks, and mitigates security risk to the organization.
- C. HP Quality Center generates accurate, measurable, and repeatable loads on the system from a single point of control.
- D. HP Performance Center enables a proactive load and performance testing posture that saves time, reduces costs, and ensures greater performance predictability in production.

Correct Answer: C

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### QUESTION 2

Which discovery question will likely assist you in understanding the critical business issues of an organization and in establishing the business case for an HP Lifecycle Management solution?

- A. What is the cost of downtime of your mission critical applications?
- B. What technology do you use in your current projects\`?
- C. Who owns the testing effort internally?
- D. How close together are your development and testing teams?

Correct Answer: A

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### QUESTION 3

A prospective client questions the need for development tools in order for an HP ALM solution to be viable. What is the most appropriate response?

- A. Explain that the HP Agile Manager tool integrates with ALM and is available for SaaS or on premise delivery.
- B. Provide the prospective client with ROI metrics that show significant improvements in on- time delivery and lower total cost of ownership.
- C. Explain that HP provides development integrations for a single view of core lifecycle activities and is both technology and methodology agnostic.
- D. Explain that the HP ALM solution is mature and has a significant market share compared to the competition.

Correct Answer: D

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**QUESTION 4**

What is the most suitable sample question to ask in order to qualify an opportunity for an Agile Delivery Solution?

- A. How much time do your developers spend resolving defects in your production systems?
- B. How integrated are your stakeholders and project teams?
- C. Is quality or velocity the greatest driver in your projects?
- D. How many resources are assigned to performance testing of applications?

Correct Answer: B

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**QUESTION 5**

Which discovery question will likely assist in understanding an organization's pain point that can be addressed by an HP Lifecycle Management solution?

- A. Is it difficult for the organization to monitor application performance and availability in real time?
- B. Are organizational silos impeding the process of planning, delivery, and hand off to operations?
- C. Can project and portfolio management be leveraged to improve business results?
- D. Is it difficult for the organization to monitor user mobile application performance and availability in real time?

Correct Answer: B

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