

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

How does Rational Focal Point make the process of prioritizing requirements, projects, products or any other object more feasible?

- A. by isolating individual requirements
- B. by applying a five-point scale
- C. by grouping them by criteria
- D. by comparing them with each other, pair by pair

Correct Answer: D

QUESTION 3

What is the default setup of the display feature in Rational Focal Point (RFP)?

- A. Table
- B. Tree
- C. Statistical
- D. What New

Correct Answer: B

QUESTION 4

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 5

What is the term for any user with access to a workspace?

- A. client
- B. member C. administrator
- D. subscriber

Correct Answer: B

QUESTION 6

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

- A. need for facts not opinions to support requirement priorities
- B. unclear requirements
- C. not being agile enough to react to the market
- D. late product releases due to changing scope/priorities

Correct Answer: A

QUESTION 7

Which customer pain point is best addressed by the Review 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: B

QUESTION 8

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

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

Correct Answer: D

QUESTION 9

Which file type is used when adding multiple elements?

- A. Excel (.xls)
- B. Word (.doc)
- C. rich text (.rtf)
- D. text (.txt)

Correct Answer: A

QUESTION 10

How does Rational Focal Point (RFP) help customers achieve value-based decision making in their product portfolio?

- A. provides the hub model to enable product simulation, product success forecasting, and automate idea capture
- B. provides productdevelopment team members with multiple views of each product in a portfolio, grouping the products by function
- C. provides role-based dashboards and scorecards to keep team members on task and the productive
- D. allows stakeholders to vote on the value of features or products to determine product inners

Correct Answer: D

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