

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

Selling HP Application Lifecycle Management Solutions

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**QUESTION 1**

What is the value of the HP SaaS offering for Application Lifecycle Management to a customer with cost concerns?

- A. It can demonstrate a faster time to value and have lower TCO.
- B. It has user functionality that the on-premise option does not provide
- C. It can improve all aspects of lifecycle management.
- D. It reduces the amount of functional testing that an organization needs to automate.

Correct Answer: B

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**QUESTION 2**

Which statement most accurately describes the role of an IT organization in the delivery of the "New Style of IT"?

- A. IT organizations merely build applications according to specs and have little or no role in the actual design of the application.
- B. IT organizations demonstrate value to the business by managing the infrastructure that keeps the lights on
- C. Quite often, IT is seen as a bottleneck to the business, so the business outsources much of its business application development.
- D. Quite often IT organizations are re-inventing "the business"; they enable business agility by being agile.

Correct Answer: D

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**QUESTION 3**

In agile delivery, who is responsible for maintaining the product backlog?

- A. the product expert
- B. the product owner
- C. the project manager
- D. the scrum master

Correct Answer: B

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**QUESTION 4**

Which primary benefit does HP Service virtualization provide to the director of quality assurance?

- A. Virtualization improves test execution efficiency by removing scheduling constraints from the testing team

- B. Virtualization directly affects customer satisfaction in case of system outages or degraded levels of operations.
- C. Virtualization reduces IT costs and helps to modernize applications
- D. Virtualization improves customer quality, improving collaboration.

Correct Answer: A

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#### QUESTION 5

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 6

The CFO of an organization has raised concerns about the cost of the HP Quality Management solution and its return on investment. Which factor should be considered most important to include in addressing these concerns\''?\''?

- A. HP can reduce time and costs of testing with automation while also improving customer satisfaction and the overall quality of software delivery.
- B. HP solutions can reduce costs of delivery for an organization, and HP offers special financing and discounts for enterprise customers
- C. HP Quality Center is an open platform that allows application teams to work in a single environment without having to manage multiple tools, and HP professional services can accelerate time to value.
- D. HP Quality Management offerings help organizations reduce up-front costs and realize an average savings in quality management of 20% to 40% with a lower total cost of ownership.

Correct Answer: A

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#### QUESTION 7

What is the most appropriate response to an inquiry from a VP of apps regarding HP SaaS deployment option for HP Application Lifecycle Management solutions?

- A. The HP SaaS solution for ALM supports requirements management and agile management integrations.
- B. HP offers a cloud-based ALM solution that is secure and cost-effective.

- C. HP SaaS solution for ALM is cheaper than on premise.
- D. HP offers a great SaaS solution for ALM.

Correct Answer: B

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**QUESTION 8**

Which learn is most appropriate for HP Quality Management solutions\?

- A. a newly formed agile project team that needs a centralized agile management tool that can integrate with existing HP ALM solutions
- B. a small QA team that relies on manual functional testing but needs to improve testing efficiency with tools that accelerate manual testing
- C. a QA team managing medium to large releases who may benefit from centralized planning and managed automation
- D. a team of developers who are project focused and could benefit from service virtualization to remove testing constraints

Correct Answer: D

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**QUESTION 9**

Which product enables a performance tester to uncover code-level issues during the performance testing phase?

- A. HP Performance Center
- B. HP Unified Functional Testing
- C. HP Fortify
- D. HP Diagnostics

Correct Answer: A

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**QUESTION 10**

How does HP Service Virtualization improve software delivery?

- A. By making virtualization a standard part of the testing process, designers ensure that developers are on hand to assist in case anything goes wrong during regression testing.
- B. By virtualizing services when needed, test designers can automate steps, reuse test components, and validate modern mobile and composite applications at a faster rate
- C. By virtualizing services, the number of people needed to conduct functional or regression testing of the software is reduced
- D. By introducing virtualization, stakeholders are assured that the IT organization\’s goals are clearly aligned with the

goals of the business.

Correct Answer: A

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