Vendor: HP

Exam Code: HP2-N28

Exam Name: Selling HP Fortify Security Assurance
Solutions

Version: DEMO

QUESTION 1
You tell a potential customer that HP can help them meet their security requirements with the least impact on their development process.

Which type of customer would this most resonate with?

A. "Unempowered" CISO
B. CIO
C. VP/Director of Development
D. "Empowered" CISO

Answer: C

QUESTION 2
Who might you come across in the sales process who is typically responsible for fixing vulnerabilities, views security as extra work, and wants tools and processes that match their development tempo?

A. VP/director of security
B. Ethical hacker
C. Lead developer
D. Application security practitioner

Answer: C

QUESTION 3
Who acts as the project sponsor (business buyer) for security projects?

A. CEO, CIO, CTO, CFO
B. CISO, VP, or Director of Security
C. Security Auditor, IT Staff
D. VP or Director of Engineering, Developer

Answer: B

QUESTION 4
Who is responsible for application security?

A. CEO, CIO, CTO, CFO
B. CISO, VP, or Director of Security
C. Security Auditor, IT Staff
D. Security and application development teams

Answer: D

QUESTION 5
Which statement is true about what primary stakeholders value?

A. Directors of Development are very concerned about being relevant, appreciated, and seen to be

adding value.
B. "Empowered" CISOs care about deciding whether to insource or outsource.
C. CIOs care about dealing with mission critical incidents (protecting the brand of the company).
D. CIOs care about running large development teams.

Answer: D

QUESTION 6
What does HP Fortify have? (Select three.)

A. A solution to find the root of security problems and measure security vulnerabilities
B. A solution to measure security vulnerabilities only
C. 4-6 times the marketshare of our nearest competitor
D. 3-5 times the marketshare of our nearest competitor
E. A complete solution including automation and document retrieval
F. A commitment to the future with substantial investments

Answer: ADF

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