Vendor: HP

Exam Code: HP2-N47

Exam Name: Selling HP Application Lifecycle Management Solutions

Version: DEMO

QUESTION 1
What is integrated to form the capabilities of HP Unified Functional Testing?

A. HP ALI and Service Virtualization
B. HP security validation, performance validation, and functional validation
C. HP ALM and Quality Center
D. HP Functional Testing, HP Service Test, and HP Business Process Testing

Answer: D
Explanation:
http://www.hp.com/hpinfo/newsroom/press_kits/2010/HPSoftwareUniverseBarcelona2010/HP_Un
ified_Functional_Testing.pdf

QUESTION 2
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.

Answer: B

QUESTION 3
An organization that has grown in size to more than 100 employees began using HP Agile
Manager six months ago. The organization reports that testing is having a negative effect on
delivery timelines. Which solution area should be investigated to establish a business case and
opportunity?

A. The organization's mobile testing architecture and its need for network virtualization.
B. The organization's openness to purchasing HP ALM for complete end-to-end coverage of the
    application lifecycle
C. The organization's requirements management and business process modeling and how it designs
    its business testing framework.
D. The organization's agile delivery process; specifically learn how it manages quality testing, use of
    automation, and service virtualization.

Answer: D

QUESTION 4
Which persona is a key facilitator within the organization, acting as a bridge between the client,
stakeholders, and the solution team?

A. VP of apps/application owner
B. director of development
C. VP of IT operations
D. business analyst

Answer: D
Explanation:
http://slovenia.theiiba.org/download/The%20Top%20Ten%20Skills%20of%20BUSINESS%20AN
ALYSTS.pdf

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?

Answer: B

QUESTION 6
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?

Answer: B

QUESTION 7
Who would be a day-to-day user of HP Agile Manager?

A. VP of apps and operations
B. business analysts
C. software development team
D. performance test designers

Answer: C

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