



**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\\_Unified\\_Functional\\_Testing.pdf](http://www.hp.com/hpinfo/newsroom/press_kits/2010/HPSoftwareUniverseBarcelona2010/HP_Unified_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%20ANALYSTS.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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