



# P2140-049<sup>Q&As</sup>

IBM Rational Focal Point Technical Sales Mastery Test v1

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### QUESTION 1

How does prioritization in Rational Focal Point (RFP) differ from conventional prioritization?

- A. RFP helps to bring context into the process, based on a combination of objective information and the knowledge of the crowd.
- B. RFP provides a user-defined scale to set priorities.
- C. RFP groups requirements into categories, based on proven criteria.
- D. RFP employs a three-phase process with each phase for further prioritization.

Correct Answer: A

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### QUESTION 2

Which display setting shows elements as colored bars on a timeline?

- A. Traceability Matrix
- B. Gantt Chart
- C. Display news in the view
- D. Statistics

Correct Answer: B

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### QUESTION 3

Which customer has the LEAST use for Rational Focal Point (RFP)?

- A. a law firm
- B. a small electronics developer
- C. a heavy equipment manufacturer
- D. a pharmaceutical company

Correct Answer: A

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### QUESTION 4

Which icon takes the user to the Relational Graph view?



A. Option A

B. Option B

C. Option C

D. Option D

Correct Answer: D

#### QUESTION 5

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 product development 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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