



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

Selling HP Application Lifecycle Management Solutions

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#### QUESTION 1

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

Correct Answer: D

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#### QUESTION 2

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 3

How does the HP Quality Management solution help customers?

- A. by bringing visibility and control to their quality assurance programs
- B. by reducing or eliminating redundant overlapping processes
- C. by finding network bottlenecks and identifying root cause of failure
- D. by identifying which software projects to outsource and which to build internally

Correct Answer: A

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#### QUESTION 4

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 5

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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