



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

Selling HP Application Lifecycle Management Solutions

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#### QUESTION 1

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?

Correct Answer: B

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#### QUESTION 2

A prospective client questions the need for development tools in order for an HP ALM solution to be viable. What is the most appropriate response?

- A. Explain that the HP Agile Manager tool integrates with ALM and is available for SaaS or on premise delivery.
- B. Provide the prospective client with ROI metrics that show significant improvements in on- time delivery and lower total cost of ownership.
- C. Explain that HP provides development integrations for a single view of core lifecycle activities and is both technology and methodology agnostic.
- D. Explain that the HP ALM solution is mature and has a significant market share compared to the competition.

Correct Answer: D

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#### QUESTION 3

Which capability enables users to take advantage of the benefits of a framework, such as test component reuse, faster test creation, and reduced test maintenance?

- A. integrating HP Sprinter with HP ALM
- B. using HP Sprinter to conduct exploratory testing
- C. integrating HP Sprinter with HP Quality Center
- D. integrating HP Sprinter manual tests with HP Business Process Testing

Correct Answer: D

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#### QUESTION 4

What are three key capabilities of HP Agile Manager?



- A. business process testing, GUI testing, and non-GUI testing
- B. unparalleled visibility, ease of use, and enterprise agility
- C. functionality, performance, and security validation
- D. unparalleled visibility, ease of use, and structured project management

Correct Answer: B

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#### QUESTION 5

Which HP solution enables the Quality Center Enterprise for Smartphone mini application?

- A. HP Application Lifecycle Intelligence
- B. HP Anywhere
- C. HP ALM Defect Management
- D. HP Unified Functional Testing

Correct Answer: B

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