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QUESTION 1

Which stage in the buyer's journey indicates when a customer is responding to a breach Compliance requirement or whether they are being proactive in their security management practice ?

- A. Inflection
- B. Evaluation
- C. Recognition
- D. Categorization

Correct Answer: A

QUESTION 2

Which type of qualification questions uncover the status of the customer's current software security ?

- A. situation questions
- B. implication questions
- C. needs-payoff questions
- D. problem questions

Correct Answer: D

QUESTION 3

How many customers use and trust HP Managed Security Services?

- A. less than 100
- B. between 100 and 159
- C. more than 900
- D. more than 10,000

Correct Answer: C

QUESTION 4

Which statement is true about whiteboard selling?

- A. It takes place right before drafting a proposal so the organization has a clear understanding of what they will be agreeing to.



- B. It is not as engaging as a formal presentation, but it takes less time to prepare and present.
- C. It should not be used too frequently because many organizations find it too informal.
- D. It takes place during the evaluation of options stage.

Correct Answer: D

QUESTION 5

Which level of coverage does HP Fortify Runtime provide to an application?

- A. security application monitoring, logging, and protection without modification
- B. performance application monitoring, testing, and prevention with minimal modification
- C. security application monitoring through a shim technology to monitor the OSI stack of a server
- D. security application monitoring through a span port on a switching device of a server farm

Correct Answer: A

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