HP2-W103^{Q&As}

Selling HP Fortify Security Solutions

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QUESTION 1

A prospect calls and says, "I want to bring our dynamic testing in-house." What is the appropriate solution?

A. Fortify Consultant license for SCA + WebInspect

B. Static Code Analyzer (SCA)

C. Fortify On Demand (FoD)
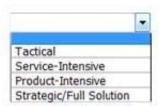
D. WebInspect

Correct Answer: C

QUESTION 2

Match the opportunity types with the characteristics of customs.

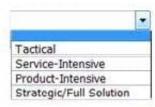|	
use technology as a competitive advantage; mature development shops; largest strategic customers	[dropdown]
slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)	[dropdown]
decentralized, hard-to-mandate development teams; technology is core business; often early adopters	[dropdown]
testers or vulnerability list generators and small ISVs with no comprehensive SSA needs	[dropdown]

Hot Area:

use technology as a competitive advantage; mature development shops; largest strategic customers

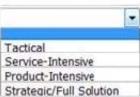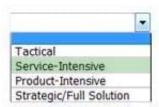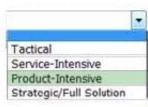| ▼ |
| --- |
| Tactical |
| Service-Intensive |
| Product-Intensive |
| Strategic/Full Solution |

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Correct Answer:

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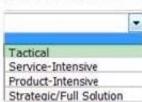| |
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QUESTION 3

What are application security challenges? (Select two.)

A. APT threats across the enterprise

B. procuring secure software

C. hackers are shifting their focus back to the network

D. development push-back on security findings

E. securing legacy applications

Correct Answer: CD

QUESTION 4

What are the main types of HP Fortify sales opportunities?

A. transactional opportunities and tactical opportunities

B. tactical opportunities and product-intensive opportunities

C. transactional opportunities and strategic enterprise solution opportunities

D. strategic enterprise solution opportunities and service-intensive opportunities

Correct Answer: C

QUESTION 5

Who are the most important cyber threat adversaries of modern time? (Select three.)

A. cyber criminals

B. spammers

C. nation states

D. script kiddies

E. hacktivists

F. competitors

Correct Answer: ACE

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