



P2140-049^{Q&As}

IBM Rational Focal Point Technical Sales Mastery Test v1

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QUESTION 1

Which customer pain point is best addressed by the Review feature of Rational Focal Point (RFP)?

- A. difficulty aligning marketing and development to timelines
- B. unclear requirements
- C. not being agile enough to react to the market
- D. inability to properly value product opportunities

Correct Answer: B

QUESTION 2

Which task is performed using the right-click menu of the Tree view?

- A. email a link to an element
- B. group the tree structure according to other attributes
- C. view change history
- D. generate a report

Correct Answer: B

QUESTION 3

What is the default setup of the display feature in Rational Focal Point (RFP)?

- A. Table
- B. Tree
- C. Statistical
- D. What New

Correct Answer: B

QUESTION 4

What is NOT a function of the Table view?

- A. sort data by clicking on headings
- B. import data from Microsoft Excel



- C. export data to Microsoft Excel
- D. show a row and column view of two different modules

Correct Answer: D

QUESTION 5

Which organization has been a Rational Focal Point (RFP) customer for many years and provides a powerful testimonial of its worth?

- A. Credit Suisse
- B. Swedbank
- C. Nordkap Bank
- D. Saxo Bank

Correct Answer: B

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