P2140-049^{Q&As}

IBM Rational Focal Point Technical Sales Mastery Test v1

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QUESTION 1

How does prioritization in Rational Focal Point (RFP) differ from conventional prioritization?

A. RFP helps to bring context into the process, based on a combination of objective information and the knowledge of the crowd.

B. RFP provides a user-defined scale to set priorities.

C. RFP groups requirements into categories, based on proven criteria.

D. RFP employs a three-phase process with each phase for further prioritization.

Correct Answer: A

QUESTION 2

For Product Management, Rational Focal Point (RFP) provides three capabilities that are key to building the right products forthe right markets at the right time. What is NOT one of the three key capabilities offered by RFP?

A. automated idea capture

B. value-based selection

C. system modeling

D. product investment visibility

Correct Answer: C

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

A software developer wants to keep key stakeholders updated on the progress of the product development withoutgiving them behind-the-scenes access to the Focal Point database. Which feature of Rational Focal Point best meets these developer requirements?

A. workspaces

B. Priority Overview

C. public homepage

D. workspace export

Correct Answer: C

QUESTION 5

How does Rational Focal Point make the process of prioritizing requirements, projects, products or any other object more feasible?

A. by isolating individual requirements

B. by applying a five-point scale

C. by grouping them by criteria

D. by comparing them with each other, pair by pair

Correct Answer: D

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