



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

Selling HP Application Lifecycle Management Solutions

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#### QUESTION 1

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 2

Which functional testing solution accelerates the authoring and execution of manual software testing and provides crystal clear write-ups for accurate bug reproduction thereby maximizing the impact of exploratory testing?

- A. HP Agile Manager
- B. HP Business Process Testing
- C. HP Unified Functional Testing
- D. HP Sprinter

Correct Answer: D

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#### QUESTION 3

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 4

Why is the concept of Continuous Integration and Testing important to the Agile conversation?



- A. Merely increasing the pace of development without addressing the full software development lifecycle will cause bottlenecks in other aspects of the lifecycle.
- B. It increases the total number of sprints required to complete a software project and will reduce delivery costs and increase quality.
- C. It gives organizations the ability to align business processes and functional testing with performance and security testing to ensure better quality.
- D. Simply reducing the total number of sprints required to complete a software project will reduce delivery costs and increase quality.

Correct Answer: B

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#### QUESTION 5

Who would be a day-to-day user of HP Agile Manager?

- A. VP of apps and operations
- B. business analysts
- C. software development team
- D. performance test designers

Correct Answer: C

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