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QUESTION 1

Which discovery question will likely assist you in understanding the critical business issues of an organization and in establishing the business case for an HP Lifecycle Management solution?

- A. What is the cost of downtime of your mission critical applications?
- B. What technology do you use in your current projects\\'?
- C. Who owns the testing effort internally?
- D. How close together are your development and testing teams?

Correct Answer: A

QUESTION 2

Which value statement will likely resonate most with a director of quality assurance?

- A. HP can analyze and manage real time change impact and customer satisfaction.
- B. HP can improve business/IT alignment and developer resource management.
- C. HP can improve stakeholder communication and business process modeling.
- D. HP can improve resource use and provide scalable test management.

Correct Answer: B

QUESTION 3

How does the HP Quality Management solution help customers?

- A. by bringing visibility and control to their quality assurance programs
- B. by reducing or eliminating redundant overlapping processes
- C. by finding network bottlenecks and identifying root cause of failure
- D. by identifying which software projects to outsource and which to build internally

Correct Answer: A

QUESTION 4

A prospective client is concerned that as the organization only has a need for a solution once or twice a year, ALM investment would be out of the scope of their of their needs. What is an appropriate solution?

- A. HP has flexible financing and licensing options for on premise installations, including some free options.



- B. SaaS is not a capital expense but is an operating expense and comes out of a different budget
- C. Determine what other software licenses are in use by the customer and offer appropriate discounts.
- D. SaaS delivery for ALM allows for on-demand "pay as you go" scalability.

Correct Answer: D

QUESTION 5

Which project is the most suitable for an agile development model, such as scrum?

- A. a project that is difficult but has strict, well-documented requirements
- B. a simple project that should take no more than 3 months to complete because the team has done a similar project in the past
- C. a project that is based on an existing design document and uses off-the-shelf components
- D. a project that lacks well-defined requirements and is of some significant complexity

Correct Answer: D

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