

PassGuide.HP2-N47.50Questions

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HP2-N47

### Selling HP Application Lifecycle Management Solutions

- i)** Dump is still valid. Passed today in Russia with 86%... I think some answers are updated, and for preparation this dump is good.
- ii)** The paper mostly from this dumps and I think this dump is enough to pass. So, I Suggest must read this dump before appearing in exam.
- iii)** I think it is a reliable preparing approach that leaves the competitor certain about his/her accomplishment in the yearning test.
- iv)** ALL the questions are dubious and consistent.
- v)** This dump is ok all the questions were on the exam will study more and retake them.

## Exam A

### QUESTION 1

Which statement most accurately describes the role of an IT organization in the delivery of the "New Style of IT"?

- A. IT organizations merely build applications according to specs and have little or no role in the actual design of the application.
- B. IT organizations demonstrate value to the business by managing the infrastructure that keeps the lights on
- C. Quite often, IT is seen as a bottleneck to the business, so the business outsources much of its business application development.
- D. Quite often IT organizations are re-inventing "the business"; they enable business agility by being agile.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Best answer.

### QUESTION 2

A customer is struggling to complete its planned testing, and its ratio of tests planned to tests executed is at an all-time low. Which solution propositions will most likely resolve the customer's concerns? (Select two.)

- A. Decentralizing test management reduces the need for collaboration and more time becomes available for testing
- B. Manual testing can be accelerated with a good authoring and execution solution that automates data injection and improves communication of defects with development.
- C. Mirror testing multiple environments at the same time can save time.
- D. Requirements can be managed, the risk of noncompliance mitigated, and test management with HP Quality Center or HP Applications Lifecycle Management centralized.
- E. Automation can reduce the test duration, which increases the amount of testing that can be completed and improves overall quality of the application

**Correct Answer:** AE

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

### QUESTION 3

What is the most critical resource to a quality assurance organization given the value proposition for HP Quality Management solutions?

- A. number of product experts

- B. outsourced resources
- C. variety of quality tools
- D. improved time management

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is true.

#### **QUESTION 4**

Which statement best describes the purpose of regression testing in software development?

- A. Regression testing is limited in that it tests the isolated functionality without the interdependencies of other software.
- B. Regression testing is used to verify system-wide business functionality, performance, and security.
- C. Regression testing is used to evaluate the end user experience and get real world feedback into the team to address issues
- D. Regression testing is used to ensure that new functionality does not result in another fault somewhere else in the software.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

100% true answer.

#### **QUESTION 5**

Refer to the following statement.

"Separate components, applications, and services are woven together to provide a seamless user experience."

This is an example of a response to which ALM challenge?

- A. lowering solutions' TCO while adapting to the demands of faster delivery
- B. managing and developing composite applications
- C. linking business requirements to IT priorities for better alignment
- D. providing traceability of requirements to all stakeholders

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

I liked the answer.

**QUESTION 6**

What are three key capabilities of HP Agile Manager?

- A. business process testing, GUI testing, and non-GUI testing
- B. unparalleled visibility, ease of use, and enterprise agility
- C. functionality, performance, and security validation
- D. unparalleled visibility, ease of use, and structured project management

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 7**

Which business challenge is driving customers to become more agile and efficient?

- A. the need to improve quality while keeping up with the pace of changing market demands
- B. the need to bring new technology online and demonstrate technology leadership in their industry
- C. the need to reduce CAPEX and align IT operations with security
- D. the need to demonstrate IT value to the business by using agile development methods

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 8**

How does HP Service Virtualization improve software delivery?

- A. By making virtualization a standard part of the testing process, designers ensure that developers are on hand to assist in case anything goes wrong during regression testing.
- B. By virtualizing services when needed, test designers can automate steps, reuse test components, and validate modern mobile and composite applications at a faster rate

- C. By virtualizing services, the number of people needed to conduct functional or regression testing of the software is reduced
- D. By introducing virtualization, stakeholders are assured that the IT organization's goals are clearly aligned with the goals of the business.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

#### **QUESTION 9**

Which capability of HP Application Lifecycle Management differentiates it from competitors by providing visibility into key project milestones and automatically updates project status against those milestones?

- A. requirements management
- B. project planning and tracking
- C. process enablement
- D. application lifecycle intelligence

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

well defined answer.

#### **QUESTION 10**

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

proper answer.

#### **QUESTION 11**

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

good answer.

#### **QUESTION 12**

During performance testing, which solution capabilities allow testers to identify and eliminate performance bottlenecks?

- A. defect tracking, reporting, and diagnostics
- B. test planning, scheduling, and execution
- C. monitoring, analysis, and diagnostics
- D. real-time reporting in Quality Center

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Okay.

#### **QUESTION 13**

Which persona is a key facilitator within the organization, acting as a bridge between the client, stakeholders, and the solution team?

- A. VP of apps/application owner
- B. director of development
- C. VP of IT operations
- D. business analyst

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References:

## QUESTION 14

Which discovery question will likely assist in understanding an organization's pain point that can be addressed by an HP Lifecycle Management solution?

- A. Is it difficult for the organization to monitor application performance and availability in real time?
- B. Are organizational silos impeding the process of planning, delivery, and hand off to operations?
- C. Can project and portfolio management be leveraged to improve business results?
- D. Is it difficult for the organization to monitor user mobile application performance and availability in real time?

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

## QUESTION 15

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

## QUESTION 16

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 17**

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

To The point answer.

**QUESTION 18**

What key benefit does the HP Quality Management Solution provide a QA director?

- A. speeds up delivery for agile projects, which improves time to market
- B. aligns business goals to the IT organization
- C. improves team efficiencies without compromising quality
- D. isolates performance bottlenecks and security risks

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 19**

What is most likely to resonate with the VP of apps of an enterprise organization?

- A. a conversation about the benefits of requirements management and traceability, change impact analysis, and the value of HP performance testing capabilities
- B. a customer-facing presentation of HP capabilities and industry leadership that also highlights HP experience and includes customer testimonials
- C. a conversation about cost effectively reducing the organization's average delivery time for applications while also improving quality and mitigating risk to their business
- D. a conversation about agile project management tools and various agile models that HP solutions support accompanied by a product demonstration

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 20**

What is most likely to resonate with the VP of apps of an enterprise organization?

- A. a customer-facing presentation of HP capabilities and industry leadership that also highlights HP experience and includes customer testimonials
- B. a conversation about cost effectively reducing the organization's average delivery time for applications while also improving quality and mitigating risk to their business
- C. a conversation about agile project management tools and various agile models that HP solutions support, accompanied by a product demonstration

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 21**

Which HP Solution enables exploratory testing?

- A. HP Anywhere
- B. HP Load Runner
- C. HP Test Explorer

D. HP Sprinter

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 22**

How can testers create functional performance, and application security defects in the HP Quality Center?

- A. by using the defect submission and reporting wizard found in QCE
- B. manually or directly from the execution of manual and automated tests
- C. by importing a list in a pdf file
- D. only through the execution of automated tests

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 23**

What key benefit must a functional validation solution provide in order to help enterprises be effective?

- A. Be easy to learn and fun to use.
- B. Support modernization and enable teams to perform better
- C. Enable small teams and integrate well with operations.
- D. Prevent security breaches with real-time monitoring capabilities.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

actual answer.

**QUESTION 24**

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 25**

What is the value of the HP SaaS offering for Application Lifecycle Management to a customer with cost concerns?

- A. It can demonstrate a faster time to value and have lower TCO.
- B. It has user functionality that the on-premise option does not provide
- C. It can improve all aspects of lifecycle management.
- D. It reduces the amount of functional testing that an organization needs to automate.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 26**

A sapient user or sapient tester is most closely associated with which type of testing/validation?

- A. functional (headless and GUI)
- B. exploratory testing
- C. load testing
- D. security

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

valid answer.

**QUESTION 27**

In agile delivery, who is responsible for maintaining the product backlog?

- A. the product expert
- B. the product owner
- C. the project manager
- D. the scrum master

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

exact answer.

**QUESTION 28**

Which most accurately describes the HP Application Lifecycle Management suite?

- A. a unified software suite for accelerating the delivery of secure, reliable, modern applications
- B. a product used to manage test requirements through application delivery
- C. a solution that allows management of application lifecycle as a business process
- D. a suite of stand-alone tools for accelerating the delivery of secure, reliable, modern applications

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

modified answer.

**QUESTION 29**

In addition to cost reduction and risk mitigation, what is a benefit of HP Agile Manager on SaaS?

- A. greater revenue
- B. time to value
- C. fewer outages
- D. less downtime

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

great answer.

**QUESTION 30**

What is a business challenge of Agile as a software delivery model?

- A. increasing the number of sprints completed in the software development lifecycle
- B. making large development teams more effective with structured processes and IT alignment
- C. enabling an organization to achieve a balance of speed and value at a sustainable pace of delivery
- D. focusing on developers and their need for integrated testing of applications at an accelerated burn down rate

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 31**

According to research from NIST, which phase of functional testing has the lowest cost-per-fault multiplier'?

- A. integration testing
- B. beta testing
- C. user acceptance testing (UAT)
- D. development unit testing

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 32**

Which value proposition will most likely resonate with the director of performance testing?

- A. HP Performance Center enables better IT/business alignment while ensuring that test requirements are visible to the entire team.
- B. HP Quality Center manages requirements, improves performance predictability, isolates bottlenecks, and mitigates security risk to the organization.
- C. HP Quality Center generates accurate, measurable, and repeatable loads on the system from a single point of control.
- D. HP Performance Center enables a proactive load and performance testing posture that saves time, reduces costs, and ensures greater performance predictability in production.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

right.

### **QUESTION 33**

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

### **QUESTION 34**

What is a benefit of HP ALM over similar competitor products?

- A. It is focused on the developer market and is developer-centric.
- B. It is priced competitively in the market and includes a number of features that are free of charge.
- C. It is highly rated by market analysts such as Gartner
- D. It is technology and methodology agnostic and integrates the entire application lifecycle.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 35**

What does HP ALM eliminate?

- A. silos, manual testing, the need for automation
- B. manual testing, collaboration, war room meetings
- C. islands, point tools, brute force
- D. clusters, clouds, brute force

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 36**

What is integrated to form the capabilities of HP Unified Functional Testing?

- A. HP ALI and Service Virtualization
- B. HP security validation, performance validation, and functional validation
- C. HP ALM and Quality Center
- D. HP Functional Testing, HP Service Test, and HP Business Process Testing

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 37**

What is the most appropriate response to an inquiry from a VP of apps regarding HP SaaS deployment option for HP Application Lifecycle Management solutions?

- A. The HP SaaS solution for ALM supports requirements management and agile management integrations.
- B. HP offers a cloud-based ALM solution that is secure and cost-effective.
- C. HP SaaS solution for ALM is cheaper than on premise.

D. HP offers a great SaaS solution for ALM.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

## QUESTION 38

The CFO of an organization has raised concerns about the cost of the HP Quality Management solution and its return on investment. Which factor should be considered most important to include in addressing these concerns?'

- A. HP can reduce time and costs of testing with automation while also improving customer satisfaction and the overall quality of software delivery.
- B. HP solutions can reduce costs of delivery for an organization, and HP offers special financing and discounts for enterprise customers
- C. HP Quality Center is an open platform that allows application teams to work in a single environment without having to manage multiple tools, and HP professional services can accelerate time to value.
- D. HP Quality Management offerings help organizations reduce up-front costs and realize an average savings in quality management of 20% to 40% with a lower total cost of ownership.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

satisfied with the answer.

## QUESTION 39

What is a feature of HP Network Virtualization?

- A. requires no script editing and places no limits on test scheduling
- B. measures the time that it takes for the server to respond to tasks submitted by V users
- C. emulates human interaction with V users
- D. analyzes test data to identify root causes of network bottlenecks

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

well written options.

**QUESTION 40**

Which primary benefit does HP Service virtualization provide to the director of quality assurance?

- A. Virtualization improves test execution efficiency by removing scheduling constraints from the testing team
- B. Virtualization directly affects customer satisfaction in case of system outages or degraded levels of operations.
- C. Virtualization reduces IT costs and helps to modernize applications
- D. Virtualization improves customer quality, improving collaboration.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is correct.

**QUESTION 41**

An organization that has grown in size to more than 100 employees began using HP Agile Manager six months ago. The organization reports that testing is having a negative effect on delivery timelines. Which solution area should be investigated to establish a business case and opportunity?

- A. The organization's mobile testing architecture and its need for network virtualization.
- B. The organization's openness to purchasing HP ALM for complete end-to-end coverage of the application lifecycle
- C. The organization's requirements management and business process modeling and how it designs its business testing framework.
- D. The organization's agile delivery process; specifically learn how it manages quality testing, use of automation, and service virtualization.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is suitable.

**QUESTION 42**

Which HP solution enables the Quality Center Enterprise for Smartphone mini application?

- A. HP Application Lifecycle Intelligence
- B. HP Anywhere
- C. HP ALM Defect Management
- D. HP Unified Functional Testing

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 43**

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is awesome.

**QUESTION 44**

Which learn is most appropriate for HP Quality Management solutions'?

- A. a newly formed agile project team that needs a centralized agile management tool that can integrate with existing HP ALM solutions
- B. a small QA team that relies on manual functional testing but needs to improve testing efficiency with tools that accelerate manual testing
- C. a QA team managing medium to large releases who may benefit from centralized planning and managed automation
- D. a team of developers who are project focused and could benefit from service virtualization to remove testing constraints

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 45**

Which capabilities allow HP Performance Center to load test applications in and from the cloud?

- A. local test requirements
- B. cloud-based analytics
- C. HP Anywhere
- D. cloud-based load generators

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 46**

Which product enables a performance tester to uncover code-level issues during the performance testing phase?

- A. HP Performance Center
- B. HP Unified Functional Testing
- C. HP Fortify
- D. HP Diagnostics

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

appropriate answer.

**QUESTION 47**

What are the four key strengths of HP ALM?

- A. Process enablement cross-project defect sharing, SaaS delivery. HP experience
- B. Project tracking, scalability, process enablement, customer loyalty
- C. Cross-project defect sharing, automation, virtualization, SaaS delivery
- D. ALM traceability, process maturity, enterprise scalability, HP experience

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

nice,

## QUESTION 48

Which capability enables users to take advantage of the benefits of a framework, such as test component reuse, faster test creation, and reduced test maintenance?

- A. integrating HP Sprinter with HP ALM
- B. using HP Sprinter to conduct exploratory testing
- C. integrating HP Sprinter with HP Quality Center
- D. integrating HP Sprinter manual tests with HP Business Process Testing

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References:

## QUESTION 49

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

## QUESTION 50

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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is fit.