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Exam : **HP2-N47**

Title : Selling HP Application
Lifecycle Management
Solutions

Vendor : HP

Version : DEMO

NO.1 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.

Answer: A

NO.2 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

Answer: A

NO.3 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.

Answer: B

NO.4 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

Answer: D

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA1-2117ENN.pdf>(See the1st Line of Incorporate your manual testing Page# 2)

NO.5 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.

Answer: B

NO.6 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

Answer: B

Reference:[http://www.scrum-](http://www.scrum-day.de/files/scrumday/content/sponsoren/Agile%20Manager%20Broschuere%204AA4-4394ENW.pdf)

[day.de/files/scrumday/content/sponsoren/Agile%20Manager%20Broschuere%204AA4-4394ENW.pdf](http://www.scrum-day.de/files/scrumday/content/sponsoren/Agile%20Manager%20Broschuere%204AA4-4394ENW.pdf)(page 2 and 3)

NO.7 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

Answer: D

NO.8 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.

Answer: B