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**Vendor:** HP

**Exam Code:** HP2-N47

**Exam Name:** Selling HP Application Lifecycle  
Management Solutions Exam

**Version:** Demo

**QUESTION 1**

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

**QUESTION 2**

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

**QUESTION 3**

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

**QUESTION 4**

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 5**

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

**QUESTION 6**

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

**QUESTION 7**

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

**QUESTION 8**

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

**QUESTION 9**

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

**QUESTION 10**

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

**QUESTION 11**

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

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