

**Vendor:** IBM

**Exam Code:** M2140-648

**Exam Name:** IBM Rational IT Sales Mastery Test v2

**Version:** Demo

### Question No : 1

Which of these challenges exist most often in Software Development and Delivery?

- A. Language, Relational, Geographic
- B. Organizational, Cultural, Systemic
- C. Environmental, Infrastructure, Educational
- D. Geographic, Organizational and Infrastructure

**Answer: D**

Reference: [https://jazz.net/library/article/432/\(page 4\)](https://jazz.net/library/article/432/(page 4))

### Question No : 2

Many organizations depend on web-based software to run their business processes, conduct transactions and deliver increasingly sophisticated services to customers.

What is a key way that Rational AppScan helps organizations better secure those applications?

- A. It provides a run time monitor of web applications to prevent unwanted intrusions.
- B. It enables organizations to embed application security testing throughout the development life cycle to help increase visibility and control while employing a risk mitigation strategy.
- C. It provides authentication and identification services to ensure that only authorized users can access mission critical applications.
- D. It analyzes network traffic to identify trojan horses, malware, etc.

**Answer: B**

Reference: [https://docs.google.com/viewer?a=v&q=cache:G7QOvaeV3BIJ:ftp://public.dhe.ibm.com/common/ssi/ecm/en/rab14001usen/RAB14001USEN\\_HR.PDF+IBM+rational+app+scan+enables+organizations+to+embed+application+security+testing+throughout+the+development+life+cycle+to+help+increase+visibility+and+control+while+employing+a+risk+mitigation+strategy&hl=en&gl=pk&pid=bl&srcid=ADGEESib28urstvYcKXGdKlbG0Z56vBa6geUZBIQO3eLSTBAHAyGnlhFAfA1Cl\\_9l\\_GgwH-UQbxLFWQbkVpNtusTQkpCitGxIX7jpYkHGjIXVGH0vBq1rLmwV0OGJASccRsBMs8HIU0-&sig=AHIEtbRvaAy8axDw64bqNrp\\_aOck\\_R\\_Ghg&pli=1](https://docs.google.com/viewer?a=v&q=cache:G7QOvaeV3BIJ:ftp://public.dhe.ibm.com/common/ssi/ecm/en/rab14001usen/RAB14001USEN_HR.PDF+IBM+rational+app+scan+enables+organizations+to+embed+application+security+testing+throughout+the+development+life+cycle+to+help+increase+visibility+and+control+while+employing+a+risk+mitigation+strategy&hl=en&gl=pk&pid=bl&srcid=ADGEESib28urstvYcKXGdKlbG0Z56vBa6geUZBIQO3eLSTBAHAyGnlhFAfA1Cl_9l_GgwH-UQbxLFWQbkVpNtusTQkpCitGxIX7jpYkHGjIXVGH0vBq1rLmwV0OGJASccRsBMs8HIU0-&sig=AHIEtbRvaAy8axDw64bqNrp_aOck_R_Ghg&pli=1) (page 2, third paragraph on the left column)

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**Question No : 3**

What is a key differentiator of the Rational Deployment Planning and Automation solution compared to competitive offerings?

- A. A focus on continuous integration deployment automation.
- B. Its strategy is to automate logic that the customer has already written.
- C. It relies on integrating a mix of Rational and open-source technologies.
- D. It is a true broad development-to-operations solution.

**Answer: A**

**Question No : 4**

Your customer learned about the Jazz platform at the last user conference. They wish to deploy a collaborative lifecycle management solution to address their full needs from requirement to development to testing, but want to use only Rational products developed on Jazz that are very well integrated.

Which of the following product combinations provide seamless integration with Requirements Composer to enforce and drive development and test?

- A. DOORS and Rational Query Manager
- B. System Architect and Rational Team Concert
- C. Rational Team Concert and Rational Quality Manager
- D. Focal Point and Rational Quality Manager

**Answer: C**

Reference: <http://www.ibm.com/developerworks/downloads/r/rrc/>(first paragraph)

**Question No : 5**

Which statement is CORRECT about Rational Application Developer (RAD)?

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- A. RAD can be used to construct applications in multiple languages include Java, C, C++ and Add.
  - B. RAD is a Rational legacy product for customers looking to upgrade to Build Forge.
  - C. RAD accelerates development for SOA, Java EE, Web 2.0 and Portal applications running on IBM middleware.
  - D. RAD unites requirements, design, collaboration and testing into a concise web-based application set.

**Answer: C**

Reference:[http://www.xelARATION.com/presentations\\_rug/montreal\\_rug\\_presentation\\_2010\\_10\\_20.pdf](http://www.xelARATION.com/presentations_rug/montreal_rug_presentation_2010_10_20.pdf)(Slide 3, see the title)

**Question No : 6**

Which of these are key functional capabilities of Rational Build Forge?

- A. Scheduling, Conditional Behavior, Log Filtering and Role-Based Security.
- B. Dependency management, notifications, asset reuse and bill of materials.
- C. Adaptor links, code quality analysis, event chaining and an environment generation wizard.
- D. Project imports, build acceleration, unit test generation and event chaining.

**Answer: B**

**Question No : 7**

What products make up the Collaborative Lifecycle Management CLM for IT agility@scale accelerator?

- A. RationalRequirements Composer, Rational Team Concert, Rational Quality Manager
- B. Rational DOORS, Rational Team Concert, Rational Quality Manager
- C. Rational ClearQuest, Rational ClearCase, Rational Quality Manager
- D. Rational RequisitePro, Rational ClearQuest,Rational Quality Manager

**Answer: A**

Reference:[https://jazz.net/projects/clm/agility@scale/\(topic: Supporting IBM Agility@Scale\)](https://jazz.net/projects/clm/agility@scale/(topic: Supporting IBM Agility@Scale))

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**Question No : 8**

What are the Rational products that make up the core foundation of the Deployment Planning & Automation solution?

- A. Rational Software Architect, Rational Automation Framework for WebSphere and Rational Asset Manager
- B. Rational Team Concert, Rational Requirements Composer, Rational Quality Manager
- C. Rational System Architect, Rational Automation Framework, Rational Asset Manager
- D. Rational Team Concert, Rational Build Forge, Rational Asset Manager

**Answer: A**

Reference: [http://www.websphereusergroup.org.uk/wug/files/presentations/31/Leigh\\_Williamson\\_Dave\\_Sayers\\_-\\_Rational\\_Deployment\\_-\\_UK\\_WUG\\_March\\_2011.pdf](http://www.websphereusergroup.org.uk/wug/files/presentations/31/Leigh_Williamson_Dave_Sayers_-_Rational_Deployment_-_UK_WUG_March_2011.pdf) (slide 45, 46, 47 and 48)

**Question No : 9**

When delivering the Rational Whiteboard, which section of the whiteboard covers the requirements aspects?

- A. Software Development Lifecycle
- B. Jazz platform
- C. Design and Build
- D. Agility Processes

**Answer: C**

**Question No : 10**

Many organizations depend on web-based software to run their business processes, conduct transactions and deliver increasingly sophisticated services to customers. What is a key way that Rational Policy Tester helps organizations assess their web applications for regulatory compliance, accessibility, and privacy?

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Rational Policy Tester software features a core \_\_\_\_\_.

- A. run time engine that monitors web applications and generates actionable reports that pinpoint issues uncovered during the scan
- B. authentication engine that monitors access to web applications and determines whether end users will be concerned about accessibility privacy, or regulatory compliance
- C. network analysis engine that uses network traffic to determine compliance with accessibility privacy, or regulatory standards
- D. scan engine that crawls through website content and applications, analyzes data, stores findings in a relational database, and generates actionable reports that pinpoint issues uncovered during the scan

**Answer: D**

Reference:[ftp://ftp.software.ibm.com/software/rational/web/datasheets/r\\_ds\\_policytester.pdf](ftp://ftp.software.ibm.com/software/rational/web/datasheets/r_ds_policytester.pdf) (page 1, second paragraph on the left, Topic: Launching an extensible, Web-based, enterprise solution)

**Question No : 11**

How does Rational Application Developer increase developer productivity?

- A. It automatically generates code from the design model.
- B. It implements innovative task control to ensure timely responses.
- C. It serves as a central library to automate reuse of existing designs.
- D. It eliminates mundane tasks to allow developers to be innovative.

**Answer: D**

**Question No : 12**

Which characteristic is seen in virtually all Rational design solution customers?

- A. The requirement to create optimized embedded software.
- B. The need to overcome complexity.
- C. Development support for multiple programming languages.
- D. The need to reduce headcount.

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**Answer: B**

**Question No : 13**

What are the three key theme areas of the Deployment Planning and Automation solution?

- A. Design, Execution, Deployment
- B. Discovery, Construction, Decision
- C. Planning, Automation, Governance
- D. Dedication, Dissemination, Dictation

**Answer: C**

Reference: <http://www-01.ibm.com/software/rational/cloud/deployment/>

**Question No : 14**

Your customer approaches you needing help with managing requirements for a web application. In your discovery, you learn they are struggling with various stakeholders working in silos to create different parts of the system. In addition, they all prefer using different techniques to visualize the behavior of the web application.

Which of the following capabilities of Rational Requirements Composer can help them save time and improve efficiency through better collaboration?

- A. UML Modeling and Change Management
- B. Storyboards, Sketching, and Use Case Models
- C. Cognos Reporting and Dashboards
- D. Glossary and Email Notification

**Answer: B**

Reference: <http://www-01.ibm.com/software/awdtools/rrc/features/>

**Question No : 15**

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Which of the following statements best captures one of the key benefits of Enterprise Architecture Management solutions?

- A. Automated collection of data and metrics about the software applications deployed within the organization.
- B. Provides pre-defined frameworks to identify all systems currently deployed.
- C. Connects the business and technology needs into a cohesive and dynamic blueprint.
- D. Drives the formulation of changes to the software development platform.

**Answer: C**

Reference:<http://www-142.ibm.com/software/products/us/en/category/SW7A0>(first paragraph)

**Question No : 16**

How has globalization of the workforce affected software development projects?

- A. Creates barriers to effective collaboration on common projects.
- B. Results in higher development costs.
- C. Results in employee dissatisfaction as developers must work longer hours.
- D. Requires adoption of a waterfall development methodology.

**Answer: C**

**Question No : 17**

Which of the following Rational QualityManager (RQM) features addresses the concerns and needs of business analysts and management using built-in ROI metrics of the test lab and test assets?

- A. Risk based testing
- B. Test lab management
- C. Dynamic test plan
- D. Advanced and customizable reporting.

**Answer: D**

Reference:<https://jazz.net/downloads/rational-quality->

**Question No : 18**

What products make up the Smarter Application Portfolio Management (APM) Accelerator?

- A. Rational Focal Point, Rational Team Concert, Rational Software Architect
- B. Rational Rhapsody, Rational Doors, Rational Insight
- C. Rational Focal Point, Rational System Architect
- D. Rational Team Concert, Rational Requirement Composer, Rational Quality Manager

**Answer: C**

Reference:[https://www-](https://www-950.ibm.com/events/wwe/ca/canada.nsf/vLookupPDFs/Rational_1_-_Jeff_Bush_&_Larry_Wallendorff/$file/Rational%201%20-%20Jeff%20Bush%20&%20Larry%20Wallendorff.pdf)

[950.ibm.com/events/wwe/ca/canada.nsf/vLookupPDFs/Rational\\_1\\_-\\_Jeff\\_Bush\\_&\\_Larry\\_Wallendorff/\\$file/Rational%201%20-%20Jeff%20Bush%20&%20Larry%20Wallendorff.pdf](https://www-950.ibm.com/events/wwe/ca/canada.nsf/vLookupPDFs/Rational_1_-_Jeff_Bush_&_Larry_Wallendorff/$file/Rational%201%20-%20Jeff%20Bush%20&%20Larry%20Wallendorff.pdf)(slide 43)

**Question No : 19**

When delivering the Rational Whiteboard, which section of the whiteboard covers the testing/quality management aspects?

- A. Software Development Lifecycle
- B. Jazz platform
- C. Measure and monitor
- D. Cross platform support

**Answer: C**

**Question No : 20**

Which of the statements best captures the competitive landscape around the Application Portfolio Management (APM) space?

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- A. The APM market is in early stages, the true competitive landscape is still shaping up.
  - B. APM is a very mature industry, the set of differentiating capabilities are well known.
  - C. Potential customers have access to proven market analysts reports and analysis.
  - D. The leaders in the APM space are well known and established.

**Answer: B**

**Question No : 21**

How does Rational Insight help enable Performance Management for Software and Systems Development and Delivery?

- A. Better allocation of resources across the various tasks of a project.
- B. Analyze and strategically balance capital and resource allocations.
- C. Automates collection, measurement and analysis of real-time data to drive informed decision-making.
- D. Take advantage of the capabilities of the Jazz platform.

**Answer: C**

Reference: <https://jazz.net/library/article/436/>(highlights, first bulleted point, page1)

**Question No : 22**

A Quality Manager wants to provide enforceable process workflow, test automation and real-time reporting across the testing lifecycle for an upcoming project.

Which product should you recommend?

- A. Rational Team Concert
- B. Rational Rhapsody
- C. Rational Test Real Time
- D. Rational Quality Manager

**Answer: D**

Reference: [http://scmsolution.com/index.php?option=com\\_content&view=article&id=67&Itemid=90](http://scmsolution.com/index.php?option=com_content&view=article&id=67&Itemid=90)

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**Question No : 23**

Which of the following represent elements of the Smarter Application Portfolio Management (APM) value proposition?

- A. Take advantage of the capabilities of the Jazz platform.
- B. Deliver higher efficiencies in developing software solutions.
- C. Promote the benefits of Application Lifecycle Management (ALM).
- D. Understand the cost/value structure and dependencies of the application portfolio.

**Answer: D**

**Question No : 24**

Where in the traditional software development lifecycle will automation bring the most value?

- A. Between requirements and coding.
- B. Between coding and handoff to production.
- C. Between designing and building.
- D. Between testing and production.

**Answer: D**

**Question No : 25**

Identify a differentiating capability of the Collaborative Lifecycle Management (CLM) Accelerator for IT agility@scale.

- A. Lifecycle dashboards, queries, traceability across requirements, development, and test.
- B. Web based quality management and dashboard reporting.
- C. Traceability between change requests to source code and unit test management.
- D. Support for Microsoft Visual Studio and integration with Hudson.

**Answer: A**

**Question No : 26**

Rational Software Architect is valued by software architects because it is used to:

- A. Gather initial architectural requirements.
- B. Test and validate the architecture.
- C. Ensure the client certifies the standards.
- D. Make applications smaller.

**Answer: B**

Reference: <http://www-01.ibm.com/software/rational/products/swarchitect/simulation/>

**Question No : 27**

Which statement describes the advantages enjoyed by organizations that deliver new products to the market?

- A. Shorter project lifecycles allow organizations the opportunity to introduce new products more frequently.
- B. Changing product definitions provide opportunities to deliver new offerings.
- C. Longer product lifecycles have been proven to increase software quality.
- D. On average companies enjoy a 20% margin advantage on their new products.

**Answer: D**

Reference: [https://aberdeen.brightidea.com/ct/ct\\_a\\_view\\_blog.bix?c=D7BBD16E-2F91-433E-A889-63552D96F948&bID=%7B8DBBE357-83D6-42FD-ADAF-347490403F87%7D\(second paragraph\)](https://aberdeen.brightidea.com/ct/ct_a_view_blog.bix?c=D7BBD16E-2F91-433E-A889-63552D96F948&bID=%7B8DBBE357-83D6-42FD-ADAF-347490403F87%7D(second%20paragraph))

**Question No : 28**

Which of the following best captures a key benefit of Rational System Architect?

- A. Provides an effective software modeling capability to develop better software.
- B. Improves decisions by comparing proposed changes to the current IT landscape and revealing the business impact.

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- C. Optimizes and automates the deployment planning of existing and new systems.
  - D. Automates the creation of organizational processes, responsibilities and roles.

**Answer: B**

Reference:[ftp://ftp.software.ibm.com/software/emea/de/rational/neu/IBM\\_Rational\\_System\\_Architect\\_EN\\_2009.pdf](ftp://ftp.software.ibm.com/software/emea/de/rational/neu/IBM_Rational_System_Architect_EN_2009.pdf)(page 1, third bulleted point under Highlights)

**Question No : 29**

Identify one of the strongest benefits customers have achieved with Rational Team Concert?

- A. Improved productivity.
- B. Improved automated testing.
- C. Improved requirements capture.
- D. Reduced security weaknesses in applications.

**Answer: A**

**Question No : 30**

Which of the following best captures the differentiated benefits of Focal Point for executive decision makers?

- A. A bottom-up, scheduling driven approach to support the traditional PPM (Product Portfolio Management) domain.
- B. A top-down, value-driven approach designed to be easy to deploy, use and adopt by LOB (Line of Business) decision makers, providing quick return on investment.
- C. A strategic planning framework to help executives develop winning strategies.
- D. A full feature, all encompassing solution for Portfolio Management and Project Execution.

**Answer: B**

Reference:<http://www-05.ibm.com/de/events/innovate/pdf/infomaterial/RAW14224USEN---Smarter-responses-to-the-marketplacewith-enterprise-portfolio-management.pdf>(page 5, last paragraph on the page)