Vendor: IBM

Exam Code: P2140-049

Exam Name: IBM Rational Focal Point Technical Sales Mastery Test v1

Version: Demo

Question No : 1

How do Focal Point Databasecomponents fit within each other?

A. modules > workspaces > attributes > elements
B. modules > elements > attributes > workspaces
C. workspaces > modules > elements > attributes
D. workspaces > modules > attributes > elements

Answer: C

Question No : 2

A customer has project-related data spread out in different Excel documents and MS Project files, which reduces transparency of the organization work. Which feature in RFP can help this customer to consolidate and provide an overview of project data?

A. history attributes to organize and display working history of the project
B. e-mail notifications, which provide rankings as to importance and most use
C. data stored in one database, the Gantt chart andintegration to MS Project
D. report generation, which can be customized

Answer: C

Question No : 3

Which customer pain point is best addressed by the Review feature of Rational Focal Point (RFP)?

A. difficulty aligning marketing and development to timelines
B. unclear requirements
C. not being agile enough to react to the market
D. inability to properly value product opportunities

Answer: B

Question No : 4

What is NOT a function of the Table view?

A. sortdata by clicking on headings
B. import data from Microsoft Excel
C. export data to Microsoft Excel
D. show a row and column view of two different modules

Answer: D

Question No : 5

How does Rational Focal Point make the process of prioritizing requirements, projects, products or any other object more feasible?

A. by isolating individual requirements
B. by applying a five-point scale
C. by grouping them by criteria
D. by comparing them with each other, pair by pair

Answer: D

Question No : 6

Rational Focal Point (RFP) helps customers with several types of detailed planning. However, RFP is NOT designed to helpwith which type of detailed planning?

A. roadmap planning
B. market planning
C. resource planning
D. release planning

Answer: C

Question No : 7

Which statement is NOT true about Rational Focal Point (RFP)?

A. RFP requires substantial programming to configure.
B. RFP is 100% Web based.
C. RFP is a prioritization engine.
D. RFP adapts to the client processes.RFP adapts to the client processes.

Answer: A

Question No : 8

Which customer pain point is best addressed by the Pairwise Comparison feature of Rational Focal Point (RFP)?

A. difficulty aligning marketing and development to timelines
B. unclear requirements
C. not being agile enough to react to the market
D. inability to properly value product opportunities

Answer: D

Question No : 9

Which customer pain point is best addressed by the Visualize feature of Rational Focal Point (RFP)?

A. need for facts not opinions to support requirement priorities
B. unclear requirements
C. not being agile enough to react to the market
D. late product releases due to changing scope/priorities

Answer: A

Question No : 10

What is the function of the Comparison Listwhen prioritizing elements?

A. to show which elements have been compared the most and least
B. to show the consistency of the prioritization

C. to show all prioritizations for a given criterion

D. to show how different users compared the same elements

Answer: C

Which button displays data in a Stacked Bar Chart?

A.

B.

C.

D.

A. Option A
B. Option B
C. Option C
D. Option D

Answer: A

Which feature of Rational Focal Point (RFP) is used to chart the results of Pairwise Comparisons?

A. Prioritize
B. Visualize
C. Relational Graph
D. Display

Answer: B

A customer with several products in development wants only those employees working on a product to have access to itsrequirements decisions. Which feature of Rational Focal Point best meets this customer needs?

A. modules
B. attributes
C. filters
D. views

Answer: D

What is a characteristic of a view that hasactivated workflow in Rational Focal Point (RFP)?

A. Attributes in the view are always visible, independent of the state.
B. Workflow transitions can only be configured by Global Administrators.
C. Users can only update the current state with defined transitions.
D. It is possible to have several prerequisites that need to be fulfilled before transitions can be made.

Answer: C

What is the default setup of the display feature in Rational Focal Point (RFP)?

A. Table
B. Tree
C. Statistical
D. What New

Answer: B

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