HP2-W103^{Q&As}

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QUESTION 1

A prospect calls and says; "We have a short-term, immediate need to address software application issues for a security audit." What is the appropriate solution?

A. Fortify Consultant licenses for SCA + WebInspect

B. WebInspect

C. Static Code Analyzer (SCA)

D. Fortify On Demand (FoD)

Correct Answer: C

QUESTION 2

Which statement represents the vision of HP Fortify Software Security?

A. Assess > Fix > Protect

B. Assess > Assure > Report

C. Assess > Assure > Protect

D. Assess > Fix > Report

Correct Answer: A

QUESTION 3

What are the main types of HP Fortify sales opportunities?

A. transactional opportunities and tactical opportunities

B. tactical opportunities and product-intensive opportunities

C. transactional opportunities and strategic enterprise solution opportunities

D. strategic enterprise solution opportunities and service-intensive opportunities

Correct Answer: C

QUESTION 4

Which type of qualification questions uncover the status of the customer\'s current software security ?

A. situation questions

B. implication questions

C. needs-payoff questions

D. problem questions

Correct Answer: D

QUESTION 5

Where should the bulk of the content appear in a proposal?

A. Scope

B. About

C. Proposal Overview

D. Problem Statement

Correct Answer: B

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