HP2-W103 Q&As

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QUESTION 1

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 2

Which statement is true about whiteboard selling?

A. It takes place right before drafting a proposal so the organization has a clear understanding of what they will be agreeing to.

B. It is not as engaging as a formal presentation, but it takes less time to prepare and present.

C. It should not be used too frequently because many organizations find it too informal.

D. It takes place during the evaluation of options stage.

Correct Answer: D

QUESTION 3

What is the security approach that HP ESP adopted from Lockheed-Martin\'s Computer Emergency Response Team to disrupt the adversary?

A. the Kill Chain

B. the Destructor

C. the Internal Emergency Response Team

D. Detect it; Contain it, Stop it

Correct Answer: A

QUESTION 4

What is an HP TippingPoint unique selling point for its hardware appliances?

A. designed to decrypt TLS traffic with hardware acceleration

B. market-leading, hardware-based sandboxing technology

C. designed to be an inline and proactive Intrusion Prevention System

D. designed to be a passive Network Behavior Anomaly Detection engine

Correct Answer: C

QUESTION 5

Which HP ESP pillar\\'s solution detects and blocks attacks through the network?

A. HP TippingPoint

B. HP Fortify

C. HPArcSight

D. HP Atalla

Correct Answer: B