



P2140-049^{Q&As}

IBM Rational Focal Point Technical Sales Mastery Test v1

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QUESTION 1

What is NOT a step in the review process?

- A. review the Action List
- B. determine ownership of needed corrections
- C. prioritize the requirements
- D. estimate the consequences of unfulfilled checkpoints

Correct Answer: C

QUESTION 2

What is the TOP challenge faced by product teams that is met by Rational Focal Point (RFP)?

- A. decision process not based on objective information (politics)
- B. unwillingness to stop projects underway
- C. poorly defined portfolio decision criteria
- D. inability to properly value product opportunities

Correct Answer: D

QUESTION 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

Correct Answer: B

QUESTION 4

What is the term for any user with access to a workspace?

- A. client
- B. member C. administrator



D. subscriber

Correct Answer: B

QUESTION 5

Which file type is used when adding multiple elements?

A. Excel (.xls)

B. Word (.doc)

C. rich text (.rtf)

D. text (.txt)

Correct Answer: A

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