



P2140-049^{Q&As}

IBM Rational Focal Point Technical Sales Mastery Test v1

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QUESTION 1

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 2

What is the purpose of an attribute in Rational Focal Point (RFP)?

- A. to contain elements of the same type
- B. to set the preferences for a user
- C. to describe properties of an element
- D. to select a subset of elements within a module

Correct Answer: C

QUESTION 3

How does prioritization in Rational Focal Point (RFP) differ from conventional prioritization?

- A. RFP helps to bring context into the process, based on a combination of objective information and the knowledge of the crowd.
- B. RFP provides a user-defined scale to set priorities.
- C. RFP groups requirements into categories, based on proven criteria.
- D. RFP employs a three-phase process with each phase for further prioritization.

Correct Answer: A

QUESTION 4

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

- A. modules



B. attributes

C. filters

D. views

Correct Answer: D

QUESTION 5

According to the 2006 study by the Aberdeen Group, what is the most common cause of new products failing to launch successfully?

A. unclear or changing requirements

B. slowdowns in global economy

C. uninformed stakeholders

D. competing products hitting the market earlier

Correct Answer: A

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