

# HP2-W103<sup>Q&As</sup>

Selling HP Fortify Security Solutions

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# **QUESTION 1**

Which HP Fortify solution has a pricing model with basic standard, and premium options?

- A. Fortify On Demand Static
- B. Fortify On Demand Dynamic
- C. Build To Order
- D. Software Security Center

Correct Answer: B

## **QUESTION 2**

Who are the most important cyber threat adversaries of modern time? (Select three.)

- A. cyber criminals
- B. spammers
- C. nation states
- D. script kiddies
- E. hacktivists
- F. competitors

Correct Answer: ACE

# **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**



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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**

What is the name given to modern cyber attacks that organizations face and fear the most?

- A. APT or Advanced Persistent Threats
- B. TPA or Total Penetrating Attacks
- C. ATP or Attack Targeting Protocol
- D. PTA or Parallel Threshold Attacks

Correct Answer: A

## **QUESTION 6**

What is the meaning of IAST in the HP Fortify Software Security suite?

- A. Integrated Application Security Testing
- B. Intermittent Advanced Self-Testing
- C. Integrated Application Software Testing
- D. Interactive Application Security Testing

Correct Answer: A

# **QUESTION 7**

Fortify\\'s innovative Integrated Application Security Testing (IAST) is an integration with HP

WebInspect and which other product?

- A. HP Fortify WebInspect Real-Time (WIRT)
- B. HPArcSightESM
- C. HP Fortify SecurityScope



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D. HP Fortify RunTime

Correct Answer: D

#### **QUESTION 8**

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 9**

What is the name of the platform HP developed to share threat intelligence securely, confidentially, and in real-time?

- A. HP Threat Central
- B. HP Threat Research Help Line
- C. HP Enterprise Security 999
- D. HP Security 365x24

Correct Answer: A

## **QUESTION 10**

In which phase of the SDLC are the largest percentage of security defects introduced?

- A. unit testing
- B. field testing
- C. post release
- D. coding

Correct Answer: A

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