

# HP2-N47<sup>Q&As</sup>

Selling HP Application Lifecycle Management Solutions

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#### **QUESTION 1**

Which statement best describes the purpose of regression testing in software development?

- A. Regression testing is limited in that it tests the isolated functionality without the interdependencies of other software.
- B. Regression testing is used to verify system-wide business functionality, performance, and security.
- C. Regression testing is used to evaluate the end user experience and get real world feedback into the team to address issues
- D. Regression testing is used to ensure that new functionality does not result in another fault somewhere else in the software.

Correct Answer: B

#### **QUESTION 2**

Refer to the following statement.

"Separate components, applications, and services are woven together to provide a seamless user experience."

This is an example of a response to which ALM challenge?

- A. lowering solutions\\' TCO while adapting to the demands of faster delivery
- B. managing and developing composite applications
- C. linking business requirements to IT priorities for better alignment
- D. providing traceability of requirements to all stakeholders

Correct Answer: B

#### **QUESTION 3**

Which product enables a performance tester to uncover code-level issues during the performance testing phase?

- A. HP Performance Center
- B. HP Unified Functional Testing
- C. HP Fortify
- D. HP Diagnostics

Correct Answer: A

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#### **QUESTION 4**

The CFO of an organization has raised concerns about the cost of the HP Quality Management solution and its return on investment. Which factor should be considered most important to include in addressing these concerns\\'?\\'

A. HP can reduce time and costs of testing with automation while also improving customer satisfaction and the overall quality of software delivery.

- B. HP solutions can reduce costs of delivery for an organization, and HP offers special financing and discounts for enterprise customers
- C. HP Quality Center is an open platform that allows application teams to work in a single environment without having to manage multiple tools, and HP professional services can accelerate time to value.
- D. HP Quality Management offerings help organizations reduce up-front costs and realize an average savings in quality management of 20% to 40% with a lower total cost of ownership.

Correct Answer: A

#### **QUESTION 5**

Which value statement will likely resonate most with a director of quality assurance?

- A. HP can analyze and manage real time change impact and customer satisfaction.
- B. HP can improve business/IT alignment and developer resource management.
- C. HP can improve stakeholder communication and business process modeling.
- D. HP can improve resource use and provide scalable test management.

Correct Answer: B

#### **QUESTION 6**

A prospective client questions the need for development tools in order for an HP ALM solution to be viable. What is the most appropriate response?

- A. Explain that the HP Agile Manager tool integrates with ALM and is available for SaaS or on premise delivery.
- B. Provide the prospective client with ROI metrics that show significant improvements in on-time delivery and lower total cost of ownership.
- C. Explain that HP provides development integrations for a single view of core lifecycle activities and is both technology and methodology agnostic.
- D. Explain that the HP ALM solution is mature and has a significant market share compared to the competition.

Correct Answer: D

### QUESTION 7

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A customer is struggling to complete its planned testing, and its ratio of tests planned to tests executed is at an all-time low. Which solution propositions will most likely resolve the customer\\'s concerns? (Select two.)

- A. Decentralizing test management reduces the need for collaboration and more time becomes available for testing
- B. Manual testing can be accelerated with a good authoring and execution solution that automates data injection and improves communication of defects with development.
- C. Mirror testing multiple environments at the same time can save time.
- D. Requirements can be managed, the risk of noncompliance mitigated, and test management with HP Quality Center or HP Applications Lifecycle Management centralized.
- E. Automation can reduce the test duration, which increases the amount of testing that can be completed and improves overall quality of the application

Correct Answer: AE

#### **QUESTION 8**

What is the value of the HP SaaS offering for Application Lifecycle Management to a customer with cost concerns?

- A. It can demonstrate a faster time to value and have lower TCO.
- B. It has user functionality that the on-premise option does not provide
- C. It can improve all aspects of lifecycle management.
- D. It reduces the amount of functional testing that an organization needs to automate.

Correct Answer: B

#### **QUESTION 9**

Who would be a day-to-day user of HP Agile Manager?

- A. VP of apps and operations
- B. business analysts
- C. software development team
- D. performance test designers

Correct Answer: C

#### **QUESTION 10**

What is a benefit of HP ALM over similar competitor products?

A. It is focused on the developer market and is developer-centric.



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- B. It is priced competitively in the market and includes a number of features that are free of charge.
- C. It is highly rated by market analysts such as Gartner
- D. It is technology and methodology agnostic and integrates the entire application lifecycle.

Correct Answer: B

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