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QUESTION 1

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 2

What is the most suitable sample question to ask in order to qualify an opportunity for an Agile Delivery Solution?

- A. How much time do your developers spend resolving defects in your production systems?
- B. How integrated are your stakeholders and project teams?
- C. Is quality or velocity the greatest driver in your projects?
- D. How many resources are assigned to performance testing of applications?

Correct Answer: B

QUESTION 3

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 4

Which project is the most suitable for an agile development model, such as scrum?

- A. a project that is difficult but has strict, well-documented requirements
- B. a simple project that should take no more than 3 months to complete because the team has done a similar project in the past
- C. a project that is based on an existing design document and uses off-the-shelf components
- D. a project that lacks well-defined requirements and is of some significant complexity

Correct Answer: D

QUESTION 5

Which value proposition will most likely resonate with the director of performance testing?

- A. HP Performance Center enables better IT/business alignment while ensuring that test requirements are visible to the entire team.
- B. HP Quality Center manages requirements, improves performance predictability, isolates bottlenecks, and mitigates security risk to the organization.
- C. HP Quality Center generates accurate, measurable, and repeatable loads on the system from a single point of control.
- D. HP Performance Center enables a proactive load and performance testing posture that saves time, reduces costs, and ensures greater performance predictability in production.

Correct Answer: C

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