

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

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**QUESTION 1**

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

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**QUESTION 2**

Which functional testing solution accelerates the authoring and execution of manual software testing and provides crystal clear write-ups for accurate bug reproduction thereby maximizing the impact of exploratory testing?

- A. HP Agile Manager
- B. HP Business Process Testing
- C. HP Unified Functional Testing
- D. HP Sprinter

Correct Answer: D

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**QUESTION 3**

What are the four key strengths of HP ALM?

- A. Process enablement cross-project defect sharing, SaaS delivery. HP experience
- B. Project tracking, scalability, process enablement, customer loyalty
- C. Cross-project defect sharing, automation, virtualization, SaaS delivery
- D. ALM traceability, process maturity, enterprise scalability, HP experience

Correct Answer: C

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**QUESTION 4**

A prospective client is concerned that as the organization only has a need for a solution once or twice a year, ALM investment would be out of the scope of their needs. What is an appropriate solution?

- A. HP has flexible financing and licensing options for on premise installations, including some free options.
- B. SaaS is not a capital expense but is an operating expense and comes out of a different budget
- C. Determine what other software licenses are in use by the customer and offer appropriate discounts.
- D. SaaS delivery for ALM allows for on-demand "pay as you go" scalability.

Correct Answer: D

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## QUESTION 5

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

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