



IBM

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*IBM Rational Systems & Software Engineering Sales
Mastery Test v2*

<https://jazz.net/downloads/rational-quality-manager/releases/3.0.1?p=news#customattrib>

QUESTION: 32

Which of the following best captures the differentiated value proposition of Focal Point for executive decision makers?

- A. A top-down, value-driven approach designed to be easy to deploy, use and adopt by Line of Business decision makers, providing quick return on investment.
- B. A bottom-up, schedule driven approach designed to easily support the traditional Product and Portfolio Management domain.
- C. A strategic planning and formulation solution to help executives develop winning strategic plans.
- D. A full featured, all encompassing solution for Portfolio Management and Project execution.

Answer: D

QUESTION: 33

Which of the following statements best describes one of Focal Point's main benefits to organizations needing to stay closely aligned to their target markets?

- A. Web-based application providing out of the box configurations for pre-defined usage models.
- B. Embeds the voice of the customer (VOC) as a key input at every step of the portfolio management decision process.
- C. Provides state of the art project planning and tracking capabilities.
- D. Supports detailed resource allocations and utilization processes and methodologies

Answer: B

Reference:

<http://www.ibm.com/developerworks/offers/lp/demos/summary/r-focalpointpm.html>

QUESTION: 34

Which of the following highlights one of the key benefits System Architect brings to Enterprise Architecture Management?

- A. Understanding how your technology assets relate and how they will be impacted by proposed changes.
- B. Maximization and optimization of the budgets and investments over IT Portfolio.
- C. Drive the strategy formulation process within the organization.

D. Take advantage of the capabilities of the Jazz platform.

Answer: A

QUESTION: 35

What is a primary collaboration benefit of Rational Team Concert?

- A. It can shorten development lifecycle by automatically doing unit test of code.
- B. It provides an email platform for AIX users.
- C. Team members divided by geography, skills or platforms can now work together efficiently.
- D. It creates a multiple tool user environment based on a UNIX platform.

Answer: C

QUESTION: 36

Which capability of Rational System Architect was enhanced with the addition of the “IntelliCorp LiveCapture” reselling agreement?

- A. The ability to harvest process models from the SAP Solution Manager so as to publish a complete SAP deployment view within System Architect.
- B. Automated discovery agents to dynamically collect key data about all assets within the IT infrastructure.
- C. A modular and flexible approach which supports multiple methodologies and is built on best practices.
- D. Enable collaboration for geographically distributed teams.

Answer: A

Reference:

<http://www.intellicorp.com/news/IntelliCorp-IBM-LiveCaptureForSAPSolutionManager-PressRelease.pdf>

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