IBM 000-M49

IBM Rational Focal Point Technical Sales Mastery Test v1

Version: 4.0

QUESTION NO: 1

Which file type is used when adding multiple elements?

A. Excel (.xls)
B. Word (.doc)
C. rich text (.rtf)
D. text (.txt)

Answer: A
Explanation:

QUESTION NO: 2

What is the term for any user with access to a workspace?

A. client
B. member
C. administrator
D. subscriber

Answer: B
Explanation:

QUESTION NO: 3

Three of the following services are provided by Rational Focal Point (RFP). Which service is NOT provided by Rational Focal Point (RFP)?

A. value-based selection
B. logical code analysis
C. market planning
D. planning release content

Answer: B
Explanation:

QUESTION NO: 4

What is NOT one of the three types of data that Rational Focal Point (RFP) is specifically designed to manage?

A. product
B. portfolio
C. performance
D. requirements

Answer: C
Explanation:

QUESTION NO: 5

Which feature of Rational Focal Point (RFP) is used to chart the results of Pairwise Comparisons?

A. Prioritize
B. Visualize
C. Relational Graph
D. Display

Answer: B
Explanation:

QUESTION NO: 6

What is the default setup of the display feature in Rational Focal Point (RFP)?

A. Table
B. Tree
C. Statistical
D. What New

Answer: B
Explanation:

QUESTION NO: 7

How do Focal Point Database components fit within each other?

A. modules > workspaces > attributes > elements
B. modules > elements > attributes > workspaces
C. workspaces > modules > elements > attributes
D. workspaces > modules > attributes > elements

Answer: C
Explanation:

QUESTION NO: 8

How does Rational Focal Point (RFP) help customers achieve value-based decision making in their product portfolio?

A. provides the hub model to enable product simulation, product success forecasting, and automate idea capture
B. provides product development team members with multiple views of each product in a portfolio, grouping the products by function
C. provides role-based dashboards and scorecards to keep team members on task and the productive
D. allows stakeholders to vote on the value of features or products to determine product inners

Answer: D
Explanation:

QUESTION NO: 9

Which customer pain point is best addressed by the Review feature of Rational Focal Point (RFP)?

A. difficulty aligning marketing and development to timelines
B. unclear requirements
C. not being agile enough to react to the market
D. inability to properly value product opportunities

Answer: B
Explanation:

QUESTION NO: 10