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Vendor:IBM

Exam Code:P2140-049

Exam Name:IBM Rational Focal Point Technical
Sales Mastery Test v1

Version:Demo

QUESTION 1

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

Correct Answer: C

QUESTION 2

A customer has project-related data spread out in different Excel documents and MS Project files, which reduces transparency of the organization work. Which feature in RFP can help this customer to consolidate and provide an overview of project data?

- A. history attributes to organize and display working history of the project
- B. e-mail notifications, which provide rankings as to importance and most use
- C. data stored in one database, the Gantt chart and integration to MS Project
- D. report generation, which can be customized

Correct Answer: C

QUESTION 3

Which button generates a report? (Note: Version 6.4 introduced minor changes to the icons; both are presented here.)



- A. Option A
- B. Option B
- C. Option C
- D. Option D

Correct Answer: A

QUESTION 4

Which customer has the LEAST use for Rational Focal Point (RFP)?

- A. a law firm
- B. a small electronics developer
- C. a heavy equipment manufacturer
- D. a pharmaceutical company

Correct Answer: A

QUESTION 5

How does Rational Focal Point help product managers when they have product input coming from multiple sources?

- A. by providing them with the enterprise architecture analysis tool
- B. by determining the work breakdown structure
- C. by providing the 4-step decision making process
- D. by centralizing product information

Correct Answer: D

QUESTION 6

How does Rational Focal Point make the process of prioritizing requirements, projects, products or any other object more feasible?

- A. by isolating individual requirements
- B. by applying a five-point scale
- C. by grouping them by criteria
- D. by comparing them with each other, pair by pair

Correct Answer: D

QUESTION 7

What is a characteristic of a view that has activated workflow in Rational Focal Point (RFP)?

- A. Attributes in the view are always visible, independent of the state.
- B. Workflow transitions can only be configured by Global Administrators.
- C. Users can only update the current state with defined transitions.
- D. It is possible to have several prerequisites that need to be fulfilled before transitions can be made.

Correct Answer: C

QUESTION 8

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

Correct Answer: B

QUESTION 9

Which organization has been a Rational Focal Point (RFP) customer for many years and provides a powerful testimonial of its worth?

- A. Credit Suisse
- B. Swedbank
- C. Nordkap Bank
- D. Saxo Bank

Correct Answer: B

QUESTION 10

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

Correct Answer: C

QUESTION 11

Which feature of Rational Focal Point (RFP) allows product ideas to be submitted from stakeholders who do not have access to the tool?

- A. direct email capture
- B. Lotus Sametime integration
- C. text message capture
- D. public Web forms

Correct Answer: A

QUESTION 12

On which algorithm is the Pairwise Comparison feature of Rational Focal Point (RFP) based?

- A. Analytic Hierarchy Process (AHP)
- B. Efficient Frontier
- C. shortest path
- D. IBM circuitry optimization process

Correct Answer: A