

**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**