

# HP2-W103<sup>Q&As</sup>

Selling HP Fortify Security Solutions

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QUESTION 1

Match the opportunity types with the characteristics of customs.

- use technology as a competitive advantage; mature development shops; largest strategic customers
- slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)
- decentralized, hard-to-mandate development teams; technology is core business; often early adopters
- testers or vulnerability list generators and small ISVs with no comprehensive SSA needs

Hot Area:

- use technology as a competitive advantage; mature development shops; largest strategic customers 

<input type="text"/>
Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution
- slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection) 

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Correct Answer:

use technology as a competitive advantage; mature development shops; largest strategic customers

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### QUESTION 2

Which statement is true about whiteboard selling?

- A. It takes place right before drafting a proposal so the organization has a clear understanding of what they will be agreeing to.
- B. It is not as engaging as a formal presentation, but it takes less time to prepare and present.
- C. It should not be used too frequently because many organizations find it too informal.
- D. It takes place during the evaluation of options stage.

Correct Answer: D

### QUESTION 3

What is the goal of HP Fortify's Software Security Suite?

- A. Find security vulnerabilities in any type of software, fix security flaws in source code before it ships, and protect applications against attacks in production.
- B. Find security vulnerabilities in any type of software, fix security flaws in source code before it ships, and prepare

perimeter defense systems with an application context.

C. Find security vulnerabilities in Web applications, upload findings to ArcSight EMS SIEM, and block the intruder at the gate.

D. Detect security vulnerabilities during exploitation by using Runtime, upload findings to ArcSight EMS SIEM, and block the intruder at the gate.

Correct Answer: A

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## QUESTION 4

What is the security approach that HP ESP adopted from Lockheed-Martin's Computer Emergency Response Team to disrupt the adversary?

A. the Kill Chain

B. the Destructor

C. the Internal Emergency Response Team

D. Detect it; Contain it, Stop it

Correct Answer: A

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## QUESTION 5

What is an HP TippingPoint unique selling point for its hardware appliances?

A. designed to decrypt TLS traffic with hardware acceleration

B. market-leading, hardware-based sandboxing technology

C. designed to be an inline and proactive Intrusion Prevention System

D. designed to be a passive Network Behavior Anomaly Detection engine

Correct Answer: C

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