

# 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 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) Tactical Service-Intensive Product-Intensive Strategic/Full Solution decentralized, hard-to-mandate development teams; technology is core business; often early adopters Tactical Service-Intensive Product-Intensive Strategic/Full Solution • testers or vulnerability list generators and small ISVs with no comprehensive Tactical Service-Intensive SSA needs Product-Intensive

Correct Answer:

Strategic/Full Solution

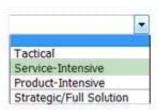
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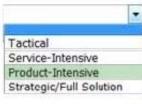
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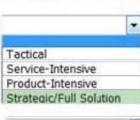
use technology as a competitive advantage; mature development shops; largest strategic customers



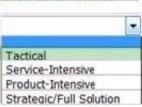
slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)



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



#### **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



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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

#### **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

## **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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