

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

Selling HP Fortify Security Solutions

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**QUESTION 1**

What are cyber attacks targeting?

- A. intellectual property, customer data, and trade secrets
- B. open records and public information
- C. sample data sets and market trends
- D. uncontested property knowledge

Correct Answer: A

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**QUESTION 2**

What are the main types of HP Fortify sales opportunities?

- A. transactional opportunities and tactical opportunities
- B. tactical opportunities and product-intensive opportunities
- C. transactional opportunities and strategic enterprise solution opportunities
- D. strategic enterprise solution opportunities and service-intensive opportunities

Correct Answer: C

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**QUESTION 3**

Which HP Fortify solution has a pricing model with basic standard, and premium options?

- A. Fortify On Demand Static
- B. Fortify On Demand Dynamic
- C. Build To Order
- D. Software Security Center

Correct Answer: B

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**QUESTION 4**

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

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## QUESTION 5

Who are the most important cyber threat adversaries of modern time? (Select three.)

- A. cyber criminals
- B. spammers
- C. nation states
- D. script kiddies
- E. hackers
- F. competitors

Correct Answer: ACE

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