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練習題

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Exam : **HP2-N46**

Title : Selling HP Automation and Cloud Management Software Solutions

Version : DEMO

1.Which Task Automation discovery questions should you ask an IT executive in order to uncover a Database and Middleware Management pain point? (Select two.)
A. What challenges do you have in maintaining the patching and upgrading of your database and middleware estate?
B. Do you have the ability to integrate database fault, availability, performance, and configuration management?
C. Do you have challenges securing the environments that host your database systems?
D. How do you guarantee that your database-related service desk tickets are prioritized?
E. Are you heavily reliant on senior Database administrators and proprietary scripting mechanisms?
Answer: A,E
Reference:http://www8.hp.com/us/en/softwaresolutions/software.html?compURI=1175651#.U8V1Ro2SxUM(first para)

2.A customer has purchased Server Automation Ultimate Edition and also uses HP Operations Manager. What is a natural up-sell for this customer?
A. HP Operations Orchestration
B. HP Quality Center
C. HP Performance Center
D. HP Vertica
Answer: D
Reference:http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6406ENW.pdf(page 7, second last para)

3.Which customer profile is the best target for HP Software Task Automation solutions? (Select three.)
A. customers who want to provide traceability from performance requirements to defects
B. customers looking to pinpoint the root causes of application issues
C. customers struggling to patch their Oracle database estate on a regular basis
D. customers with 2.000+ Windows/Linux servers
E. customers with high database-to-administrator ratios
F. customers with low server-to-administrator ratios
Answer: C,D,E

4.Which specific challenges are faced by operations personnel and solved by the HP Software Database and Middleware Automation solution? (Select two.)
A. error-prone and resource-intensive patching of the Oracle database estate
B. no visibility from the database layer down to the spindle layer
C. no system in place to capture time value of data, coupled with immediate rich analytics insight
D. unauthorized security breaches of environments hosting back-end databases
E. senior database administrators who are highly reliant on scripting mechanisms
Answer: A,C

5.Which HP Server Automation Premium value best resonates with the persona involved in Task Automation?
A. comprehensive and continuous compliance auditing and remediation
B. integration of server monitoring and universal log management, further reducing the time to

troubleshoot tough-to-diagnose problems
C. prevention of issues by detecting bottlenecks and obtaining an accurate picture of end-to-end system performance
D. virtualization of production network conditions to accurately emulate and test application performance
Answer: A
Reference:http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-6486ENW.pdf(page 1, see figure 1)