

# ALM: Functional Validation Solution Capabilities for Sales, Series 200



## Course description

Testing an applications functionality begins with an engineer manually interacting with a single component and through that interaction, evaluating whether or not the component works as intended. However, this strategy is quickly outmoded as the complexity of the application and the testing that is needed reveals inefficiencies in the process.

The "Functional Validation Solution Capabilities" module is a closer look at the challenges, capabilities, features and benefits of HP's Functional Validation Solutions for the purpose of developing and articulating a value proposition that addresses specific customer pain points such as having to keep up with agile delivery cycles and conduct consistent regression testing.

In this module we will also address specific concerns of the persona's involved in the purchase process of Functional Validation Solutions for the purpose of validating the customer need and mapping the most appropriate solution to that need.

<b>Course ID</b>	00907809
<b>Course format</b>	WBT
<b>Typical Course length</b>	30 minutes
<b>Delivery languages</b>	English
<b>Related certifications</b>	<ul style="list-style-type: none"> <li>• <a href="#">HP Sales Certified - Application Lifecycle Management Solutions [2014]</a></li> </ul>

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## Who should attend

SW Employees and Partners, Sales, Partners, Presales

## Prerequisites

For specific prerequisites and requirements to achieve any of the related certifications, see the certification description on the HP ExpertOne website.

## Topics

- Challenges Addressed by Functional Validation
  - HP Sprinter
  - HP UFT (Unified Functional Testing)
  - HP BPT (Business Process Testing)
  - Mobile Functional Testing (UFT Mobile)
  - HP Service Virtualization
- Qualifying Conversations
- Value Propositions

## Objectives

After completing this course, you should be able to do the following:

Effectively develop and articulate the value proposition of the following HP Functional Validation Solutions:

- HP Sprinter
- HP UFT (Unified Functional Testing)
- HP BPT (Business Process Testing)
- Mobile Functional Testing (UFT Mobile)
- HP Service Virtualization

## For more information

HP ExpertOne: [www.hp.com/go/ExpertOne-ContactUs](http://www.hp.com/go/ExpertOne-ContactUs)

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