



M2040-725^{Q&As}

IBM Kenexa Talent Acquisition Sales Mastery Test v1

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QUESTION 1

According to the audio recording, what do organizations typically lack in their talent management solution?

- A. A good set of functionality to find and hire the right talent
- B. A solution that automatically provisions hardware for a new employee
- C. A good onboarding system bundled with a talent acquisition system
- D. A system that predicts how quickly a new hire will begin to impact the business

Correct Answer: C

QUESTION 2

According to Jeanne Meister of Forbes.com, how frequently are Millennial likely to change jobs in their lifetime?

- A. 1 to 5 times
- B. 5to10times
- C. 10 to 15 times
- D. 15 to 20 times

Correct Answer: C

QUESTION 3

There is an opportunity cost associated with positions that are not filled. According to ERE.net, what is the average cost of a vacancy/open position within an organization?

- A. \$7,000-\$12,000 per week
- B. \$700-\$1,200 per week
- C. \$7,000-\$12,000 per day
- D. \$700-\$1,200 per day

Correct Answer: C

QUESTION 4

What is the typical implementation time for a 2x BrassRing System?

- A. 8 weeks-12 months



- B. 1 month -6 months
- C. 2 weeks -3 months
- D. 6 months -1 year

Correct Answer: C

QUESTION 5

According to the audio recording, when talking to prospects in the Retail industry, which one of the following capabilities of a Kenexa recruiting solution should NOT be emphasized?

- A. Deep expertise with many, large retail clients
- B. The inclusion of assessments to easily identify and hire the best talent
- C. The ability to source engineering talent
- D. Mobile recruiting component of 2x BrassRing

Correct Answer: C

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