



IBM Kenexa Talent Acquisition Sales Mastery Test v1

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QUESTION 1

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 2

What is the length of the typical sales cycle for Kenexa\\'s Onboarding solution?

- A. 3-5 weeks
- B. 6-9 weeks
- C. 3-5 months
- D. 6-9 months
- Correct Answer: D

QUESTION 3

According to the audio recording, what impact can a poor Onboarding solution have on an organization?

- A. Increasing the time it takes to make the new employee productive
- B. Connecting the new employee to the wrong learning assets
- C. Paying the new employee unfairly based on market data
- D. Placing the wrong candidates in the wrong positions

Correct Answer: A

QUESTION 4

Which of the following describes the process of bringing a worker into a position and providing all necessary tools with a goal of becoming productive as soon as possible?

A. Provisioning



- B. Time-to-productivity
- C. eVerify
- D. Onboarding
- Correct Answer: D

QUESTION 5

Which of the following is an important market differentiator of Kenexa\\'s Applicant Tracking System?

- A. Applicant Ranking
- B. OFCCP Compliance and EEO-1 reporting
- C. Integrated social sourcing
- D. Integrated job description database
- Correct Answer: C

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