



IBM Kenexa Talent Acquisition Sales Mastery Test v1

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### **QUESTION 1**

Which of the following is not a key benefit of Kenexa 2X BrassRing?

- A. Award winning mobile recruiting
- B. Socialization of recruitment
- C. Ensures the best new hire experience
- D. Global, configurable, flexible

Correct Answer: B

### **QUESTION 2**

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 3**

According to the audio recording, what is an effective way of displacing an incumbent applicant tracking system?

A. Uncover the client\\'s need for an onboarding system and then bundle Kenexa 2x BrassRing and Kenexa 2x Onboard.

B. Describe why Kenexa 2x BrassRing is superior to the client\\'s current ATS.

C. Demo Kenexa 2x BrassRing.

D. Justify the cost of the Kenexa 2x Onboard with the cost savings associated with no longer using a transaction based 1-9 processor

Correct Answer: A

### **QUESTION 4**

What is a typical deal size for Kenexa\\'s Onboarding solution?



- A. \$50k S250k USD
- B. S50k-\$150kUSD
- C. \$150k-\$250kUSD
- D. \$250k -\$350k USD
- Correct Answer: C

### **QUESTION 5**

According to the audio recording, why is it important to keep new hires engaged between the job offer and the start date?

- A. The individual might miss the requirement to fill in all the paperwork.
- B. The individual could go on vacation and miss the new start date.
- C. A competitive job offer could lure the new employee away
- D. The individual might not know who their manager is when they arrive on the first day

Correct Answer: C

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