



M2040-725^{Q&As}

IBM Kenexa Talent Acquisition Sales Mastery Test v1

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QUESTION 1

According to the audio recording, which of the following best differentiates Kenexa 2X BrassRing as a Talent Acquisition System?

- A. Innovator in the marketplace
- B. World-class customer support
- C. SaaS based system
- D. Unique combination of technology, content and services

Correct Answer: D

QUESTION 2

According to Business News Daily, what percentage of new hires quit before year one?

- A. 50%
- B. 25%
- C. 17%
- D. 5%

Correct Answer: B

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

Job dissatisfaction and poor performance results in approximately what percentage of job failure?



- A. 50%
- B. 43%
- C. 33%
- D. 20%

Correct Answer: A

QUESTION 5

What is the typical deal size of a Kenexa 2x BrassRing solution?

- A. \$100-\$300k
- B. \$500-\$750k
- C. \$750k - \$1M
- D. \$1M and above

Correct Answer: A

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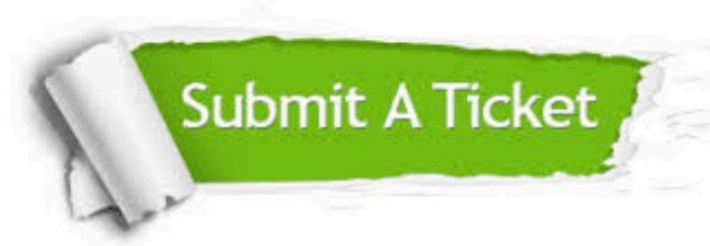
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