



IBM

M2035-723 Exam

IBM Kenexa Talent Optimization Sales Mastery Test v1

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Version: 7.0

Question: 1

Which of the choices below is a recognized need for a Learning Content Management System (LCMS)?

- A. Multi-interface access to learning content
- B. Siloed training function acknowledged as ineffective
- C. The desire to implement a social learning platform
- D. Need for access to subject matter experts

Answer: D

Explanation:

Reference:

<http://www.kenexa.com/Solutions/Learning/LearningContentManagementSystems>
(Foster collaboration and knowledge-sharing)

Question: 2

What is a typical deal size of a Hot Lava Mobile solution?

- A. \$130K
- B. \$100K
- C. \$60K
- D. \$30K

Answer: B

Question: 3

What percent of employees think their pay is tied to performance?

- A. 10%
- B. 25%
- C. 50%
- D. 80%

Answer: D

Explanation:

Reference:

http://www.kenexa.com/Portals/0/Downloads/KHPI%20Papers/Perception-Is-Reality_WorkTrendsReport.pdf

Question: 4

How can Kenexa's Performance Management solutions improve the way organizations are managing their performance solutions today?

- A. Provide access to standard appraisals
- B. Built in standard goal setting
- C. Functionality that allows a manager to determine pay increases based on performance
- D. Provide a suite of capabilities along with deep competency knowledge

Answer: D

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