



IBM

M2035-725

IBM Kenexa Talent Acquisition Sales Mastery Test v1

D. Continuously

Answer: B

QUESTION: 26

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

Answer: B

QUESTION: 27

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

Answer: D

QUESTION: 28

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

Answer: A

QUESTION: 29

How much time does it take for managers to become productive in a new job?

- A. 4-6 weeks
- B. 8-10 weeks
- C. 12-16 weeks
- D. 18-22 weeks

Answer: A

QUESTION: 30

According to the audio recording, which of the following is the most effective question to ask when generating interest in a Kenexa Onboarding solution?

- A. Do you have an effective onboarding process today?
- B. What are the costs associated with replacing a new hire after 90 days?
- C. Do you onboard your new employees with a single onboarding solution?
- D. Do you use an onboarding solution to provision the proper tools for your new hire?

Answer: B

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