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練習問題

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1年間無料アップデート

Exam : **M2040-724**

Title : IBM Kenexa Talent Engagement and Rewards Sales Mastery Test v1

Version : DEMO

1.CORRECT TEXT
If you were to modify a ready to use assessment by changing the situational judgment questions and modifying the simulations but keep the core traits the assessment was designed to measure, which one of the following assessments would you use?
A.Custom Assessments
B.Ready-to-use Assessments
C.Skills Assessments
D.Calibrated Assessments
Answer: B
Explanation:http://www.kenexa.com/Solutions/Assessments

2.What is a Typical selling cycle for Kenexa's CompAnalyst Product?
A. 2 Years
B. 2 Weeks
C. 2 Months
D. 41/2 Months
Answer: B

3.What is the number one differentiator Kenexa's Survey Solution offers to the marketplace?
A. Multi-Language / Multi-Media / High Volume Capacity
B. Client Centric flexible and experienced consulting approach to solutions
C. Speed of Analysis and Reporting (Real-Time Dashboards)
D. Proven Results Drive Business Performance
Answer: B

4.Which component of Kenexa's Survey Management tool helps organizations understand the infrastructure of the HRIS data feeds?
A. Focused Listening Questions
B. Survey Admin
C. Reporting Solutions
D. Organization Mapper
Answer: D

5.When selling assessments, what is one of the most important things to understand about the organization to help accelerate an opportunity?
A. The number of people who left the organization
B. The priorities of each of the lines of business
C. Understanding of the company's job families
D. What business they are in
Answer: C