



# M2040-725<sup>Q&As</sup>

IBM Kenexa Talent Acquisition Sales Mastery Test v1

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#### QUESTION 1

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

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#### QUESTION 2

Which statement best describes why the recruiting process is so important?

- A. Having a good hiring process makes it easier to onboard people.
- B. The hiring process is key to bringing people together within a company.
- C. Companies that do not have a hiring process cannot hire good talent.
- D. Companies that hire better people have higher profit margins.

Correct Answer: D

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#### QUESTION 3

According to the audio recording, which of the following client business challenges might signal a recruiting opportunity?

- A. Integrating new employees from a recent acquisition
- B. Developing a compensation strategy to attract the right talent
- C. The need to rapidly onboard new employees
- D. Poor employee retention rates

Correct Answer: D

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#### QUESTION 4

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?

Correct Answer: B

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#### 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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