IBM

M2035-723 Exam

IBM Kenexa Talent Optimization Sales Mastery Test v1

DEMO VERSION (LIMITED CONTENT)

Questions & Answers

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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