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## Q&A

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**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. 4 1/2 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**