

# IBM

## Exam M2040-723

### IBM Kenexa Talent Optimization Sales Mastery Test v1

Version: 6.0

[ Total Questions: 32 ]

**Question No : 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**

Reference:[http://www.kenexa.com/Solutions/Learning/LearningContentManagementSystems\(Foster collaboration and knowledge-sharing\)](http://www.kenexa.com/Solutions/Learning/LearningContentManagementSystems(Foster%20collaboration%20and%20knowledge-sharing))

**Question No : 2**

What is a typical deal size of a Hot Lava Mobile solution?

- A. \$130K
- B. \$100K
- C. \$60K
- D. \$30K

**Answer: B**

**Question No : 3**

What percent of employees think their pay is tied to performance?

- A. 10%
- B. 25%
- C. 50%
- D. 80%

**Answer: D**

Reference:[http://www.kenexa.com/Portals/0/Downloads/KHPI%20Papers/Perception-Is-Reality\\_WorkTrendsReport.pdf](http://www.kenexa.com/Portals/0/Downloads/KHPI%20Papers/Perception-Is-Reality_WorkTrendsReport.pdf)