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Assignment; Setting Missions to Achieve Equity; Setting Missions to Increase Production; Promotion Prospects and Incentives for Recruiting; Identifying and Dealing with Unproductive NewRecruiters; Conclusion; Appendix A - Supplemental Statistical Analyses; Appendix B - Data Sources

Sommario/riassunto   U.S. Army Recruiting Command (USAREC) is faced with the challenge of ensuring that the flow of qualified volunteers is adequate to meet future active-duty accession requirements. This report documents research methods, findings, and policy conclusions from a project analyzing human resource management options for improving recruiting production. It details research designed to develop new insights to help guide future recruiter management policies. The research involves econometric analyses of three large and rich datasets. The first analysis compares the career paths of enlisted personnel,