Record Nr. Autore Titolo Pubbl/distr/stampa	UNINA9910778627703321 Falcone Paul 96 great interview questions to ask before you hire [[electronic resource] /] / Paul Falcone New York, N.Y., : AMACOM, [1996], c1997
ISBN	0-8144-2377-9
Descrizione fisica	1 online resource (240 p.)
Disciplina Soggetti	658.3/1124 Employment interviewing Interviewing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Preliminaries; Contents; Introduction The Parable; One: For Openers: Five Traditional Interview Questions and Their Interpretations; Two: Achievement-Anchored Questions: Measuring Individuals Awareness of Their Accomplishments; Three: Holistic Interview Queries: Challenging Candidates to Assess Themselves; Four: Questions About Career Stability; Five: Searching for Patterns of Progression Through the Ranks; Six: Likability Equals Compatibility: Matching Candidates' Personalities to Your Organization's Corporate Culture; Seven: The College Campus Recruit Eight: Profiling Secretaries and Administrative Support Staff Nine: The Sales Interview; Ten: Senior Management Evaluations; Eleven: Pressure Cooker Interview Questions Assessing Grace Under Fire; Twelve: Generic Interview Questions Known to Challenge Candidates in the Final Rounds of Hire; Thirteen: Reference-Checking Scenarios: Administrative Support Staff; Fourteen: Reference-Checking Scenarios: Professional/ Technical Candidates; Fitteen: Reference-Checking Scenarios: Senior Management Candidates; Sixteen: Preempting the Counteroffer: Steering Candidates Clear of Temptation Seventeen: Making the Offer and Closing the Deal: Questions to Ensure That Candidates Accept Your Job Offers Eighteen: Staying Within the Law: Interview Questions to Avoid at All Costs; Nineteen: Telephone Screening Interviews: Formats and Follow Ups for Swift Information Gathering; Twenty:Getting Real Information From Reference Checks;

1.

	Twenty One: Maximizing Your Recruitment Resources; Interviewer's
	Checklist The 96 Questions; Index
Sommario/riassunto	Probing interview questions to uncover true behaviors and
	achievements.