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Discussion"'; "'PART 5 After the Appraisal"'; "'Following Up a Three Suggestions"'; "'Performance Appraisal Checklist for Managers"'; "'I. PERSONAL PREPARATION'"
"'II. CONDUCTING THE APPRAISAL DISCUSSION'"'"III. CLOSING THE DISCUSSION"'; "'IV. POST-APPRAISAL FOLLOW-UP"'; "'Creating a Personal Action Plan"'; "'AUTHORa€?S SUGGESTED ANSWERS TO CASES'"
