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Nota di contenuto	Strategic Interviewing; Contents; Series Foreword; Preface; 1 The Case for a Strategic Interviewing Approach; 2 Developing Realistic Goals and Managing the Interview Process; 3 Defining Performance Expectations; 4 Developing Job-Related Questions and Answers; 5 Conducting an Effective Interview; 6 Making the Hiring Decision; 7 Getting Strategic Interviewing to Work for You; Appendix A Comments on Assessment 4.1; Appendix B Sample Job Barriers, Requirements, Questions, and Answers for a Sales Position; Notes; The Authors; Index;
Sommario/riassunto	Interviewing is one of the most effective ways to identify and attract employees who will be successful enough to stay. But few managers are adept at the skill. This book helps eliminate expensive errors of judgment by presenting readers with a set of behaviorally based interviewing strategies. Written by the faculty of the prestigious

University of Michigan Executive Education Center - and based on one of their most popular courses - its seven-step 'Strategic Interviewing Approach' helps interviewers define the competencies candidates need to possess and make hiring decisions based on accurate information.

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