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VIDEO TRAINING COURSE!

More Than a Gut Feeling II

Hire the right person the first time—every time!

For Your Business Issues On

Hiring, Personnel Staffing, Recruiting, Retention, Selection Interviewing, Turnover

How-To Training Points

- How to plan an interview
- How to build rapport
- How to evaluate skills objectively
- How to effectively use silence when interviewing
- How to uncover past personal and work behaviors
- How to use examples of past behavior to predict future performance

Avoid poor hiring decisions! Learn to choose the best candidate by using behavioral-style interviewing, an approach developed by industrial psychologist **Dr. Paul C. Green**.

This reliable system has helped thousands of interviewers guide the job applicant in sharing past experiences that can give valuable insight into past and future job performance. A candidate's past behavior is the best indicator of future behavior.

Video Synopsis

Ann and Will are seated next to each other on an airplane. During the flight, they discuss interviewing practices. Will, who has had previous problems hiring the "right" applicant, feels interviewing is a difficult task. Ann explains to Will how behavioral-style interviewing works in choosing the right candidate. Flashbacks show the specific elements Ann uses to conduct effective interviews. Later, Will skillfully conducts a successful interview with the techniques he has learned.

Video Length: 28 Minutes

How To Use the Support Materials in this Training Course

This program can be used in a Facilitator-Led training session or as a Self-Study course.

The Facilitator-Led training session is designed for a two- or four-hour focused training agenda. The Training Leader's Guide offers step-by-step

assistance with sample agendas for conducting the course, discussion topics on the high cost of turnover, behavioral examples and legal guidelines, and role-play exercises for preparing, planning and conducting an interview.

The Self-Study program allows employees to take responsibility for their own learning. Employees should view the video and then complete the exercises, action plans and post-training assessments provided in the Self-Study Workbooks. Self-Study Workbooks are available in packages of 10.

Facilitator Package Includes:

- Video
- Training Leader's Guide
- How-To Book *Interviewing: More Than a Gut Feeling*

Self-Study Package Includes:

- Video
- 10 Self-Study Workbooks

Additional Materials Available:

- Training Leader's Guides
- Self-Study Workbooks (packages of 10)
- How-To Books *Interviewing: More Than a Gut Feeling*
- Slide Charts of Legal and Illegal Questions (packages of 10)
- Audiocassette
- Video digitized for your PC



Closed-captioned for people who are hearing impaired.

Pricing Information:

Preview:	\$40
5-Day Rental:*	\$195
30-Day Rental:*	\$395
Lease/Purchase	\$795

Code: FEEL

**Rental option available for Facilitator Package only.*