

Facilitate Compensation and Benefits Negotiation



The traditional interview is useless as a tool for predicting future success. A series of canned questions soliciting prepared answers from candidates feeding back what they think you wish to hear is not an effective interview.

We have developed over the last 25 years through 1,000 search assignments and 100,000 interviews, 5 Core-Interview Questions based upon the top 5 predictors of success. Using these interview questions as a core part of your interview process will dramatically improve hiring accuracy.

Most hiring managers believe that at least 100% of the candidates they meet embellish and exaggerate their claims of accomplishments. The key to successful interviewing is to eliminate the embellishment and exaggeration and leverage a powerful tool to predict future success.

Combined with the Magnifying Glass Approach to Interviewing, there is not a candidate on Earth who could make up their answers fast enough. They'll be able to clearly and precisely describe their accomplishments or they will self-implode in the chair quickly.

Products to Conduct a 5-Core Question Interview