TTI Success Insights™ Collection

Interviewing Insights™ – General & Sales Versions

Targeting Talent

Finding the right talent for specific jobs is not just desirable, but ESSENTIAL to business success. Tools that add value to the hiring process are increasingly popular with human resource professionals, line managers and business owners. Much valuable employee time can be wasted in needlessly interviewing prospective employees whose talents are not suited to job openings.

Curbing Turnover Costs

The costs of employee turnover can no longer be ignored and are widely advertised as being from 3 to 9 times annual salary — depending on the job level and experience of departing employees. Replacing talent quickly and accurately will effectively stop the drain on a company's resources that is related to employee turnover.

Tools for Every Business

Interviewing Insights *General* and *Sales* reports are designed to assist companies to quickly and successfully prepare for the interview process. These helpful reports will target talent early in the hiring process and pave the way for second-level interviews and/or more in-depth assessments of specific capabilities (see TTI's job-specific assessments in *Sales, Customer Service, Executive,* etc.).

Use Interviewing Insights for General Jobs

Use this assessment to prepare for a wide variety of initial interviews for jobs, including (but not limited to) the following:

- Administration
- Clerical
- Reception
- Staff Assistants
- Operations
- Warehouse Workers
- Technical Support, etc.

Report Contents:

Interviewing Insights – General Version

- General Characteristics (Behavioral Description)
- Ideal Environment (Focus on Work Environment)
- Value to the Organization (Major Strengths)
- Interview Questions (Suggested Only)
- Success Insights™ Graphs (Adapted and Natural Behaviors)
- The Success Insights® Wheel (Behavior as Compared to a Variety of Other Behaviors)

Use Interviewing Insights for Sales Jobs

Use this assessment to prepare for initial sales position interviews and follow-up with successful candidates using the full TTI Success Insights Sales Version report.

Report Contents:

Interviewing Insights – Sales Version

- Sales Characteristics (Behavioral Description of Sales Style)
- Ideal Environment (Focus on Work Environment)
- Value to the Organization (Major Strengths)
- Interview Questions (Suggested Only)
- Success Insights Graphs (Adapted and Natural Behaviors)
- The Success Insights® Wheel (Behavior as Compared to a Variety of Other Behaviors)

Results/Benefits

An investment in the Interviewing Insights reports can yield important results and valuable benefits in several areas:

- Save time and effort in preparing for interviews.
- Target the right type of talent at the beginning of the hiring process.
- Identify suitable candidates accurately through behavioral profiling.
- Achieve successful hiring faster, saving both time and money.

Begin using TTI Success Insights reports today and increase the success of your interviewing and hiring process!

Provided By: Select, Assess & Train Tel: 919-787-8395:

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