

**Title:** More Than a Gut Feeling II

**Production Company:** American Media Incorporated

**Reorder Information:** [ami@ammedia.com](mailto:ami@ammedia.com) or [www.ammedia.com](http://www.ammedia.com) or 800-262-2557

**Length:** 28 Minutes

**Synopsis:**

Avoid poor hiring decisions! Learn to choose the best candidate by using Behavioral 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 the past and future job performances. A candidate's past behavior is the best indicator of future behavior.

**How- To Training Points:**

- How to plan an interview
- How to build rapport with the applicant
- How to evaluate skills objectively
- How to obtain examples of past behavior
- How to obtain "contrary evidence"
- How to use silence as an effective interviewing tool