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KEY CONTENTS OF THIS GUIDE INCLUDE: - Contains invaluable tips on how to prepare for abstract reasoning tests; - Written by an expert in this field in conjunction with recruitment experts; - Contains lots of sample test questions and answers.

Psychometric Testing offers an in-depth examination of the strengths and limitations psychometric testing, with coverage of diverse methods of test development and application. A state-of-the-art exploration of the contemporary field of

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psychometric testing, bringing together the latest theory and evidence-based practice from 21 global experts Explores a variety of topics related to the field, including test construction, use and applications in human resources and training, assessment and verification of training courses, and consulting Includes applications for clinical psychology, performance psychology, and sport and exercise psychology across a range of professions (research, teaching, coaching, consulting, and advising) Acknowledges the dynamic nature of the field and identifies future directions in need of more research, including Internet and smart phone testing

?This book provides a comprehensive and state-of-the-art overview of simulation development, technologies, and implementation, including real-world examples and results followed by a preview of what's on the horizon that will further revolutionize the industry. More than a handful of books have been written on the use of simulations for training purposes, but this book focuses solely on simulations in employee selection contexts (e.g., hiring, promotion), making it a truly unique and valuable resource for both practitioners and academics. The science and practice of employee selection has advanced at a steady pace over the past two or three decades. However, recent advancements in both technology and assessment methods have been the catalyst for an evolutionary leap in the use of simulations in this area.

Prepare. Practice. Perform. Succeed! Are you chasing a job that you really want, but need to take a verbal reasoning test to get it? With the help of this book, you'll sharpen your skills and quickly become confident in your ability to pass. Written by a psychologist with years of test-writing experience, it's packed with examples of every kind of test and will take you through everything you need to pass with flying colours. ·

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Feel practiced, prepared and confident · Be ready to take on any type of test · Develop a strategy to maximise your performance With plenty of tips, tricks and practice tests to help you, no matter what level or type of test you face, prepare to succeed!

This updated and revised comprehensive guide features the most up-to-date and complete information available on the Border Patrol application process and on what to expect on the exam.

What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, *The Challenger Sale* argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one-the Challenger- delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales

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message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

Introduction to Human Resource Management is a comprehensive and accessible guide to the subject of HRM. Drawing on the authors' experiences in both the public and private sectors and underpinned by academic theory, this textbook follows the logical sequence of the employment cycle and shows how human resource management plays out in practice. It covers organizational culture, the role of the HR professional, HR planning, recruitment and selection, talent management, L&D, motivation and performance, health and safety, diversity and equality, employment law, change management and handling and managing information. With a range of pedagogical features, including contemporary case studies and review questions, Introduction to Human Resource Management maps to the CIPD Level 3 Foundation Certificate in HR Practice and is also ideal for foundation and undergraduate students encountering HRM for the first time. This fully updated 4th edition has been revised and expanded to include coverage of zero-hours contracts and the gig economy, social media and e-recruitment and the UK apprenticeship levy. Online supporting resources include an

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instructor's manual, lecture slides and students' resources including multiple choice questions, additional case studies and reflective questions for self-study.

Cheng, a former McKinsey management consultant, reveals his proven, insider's method for acing the case interview.

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