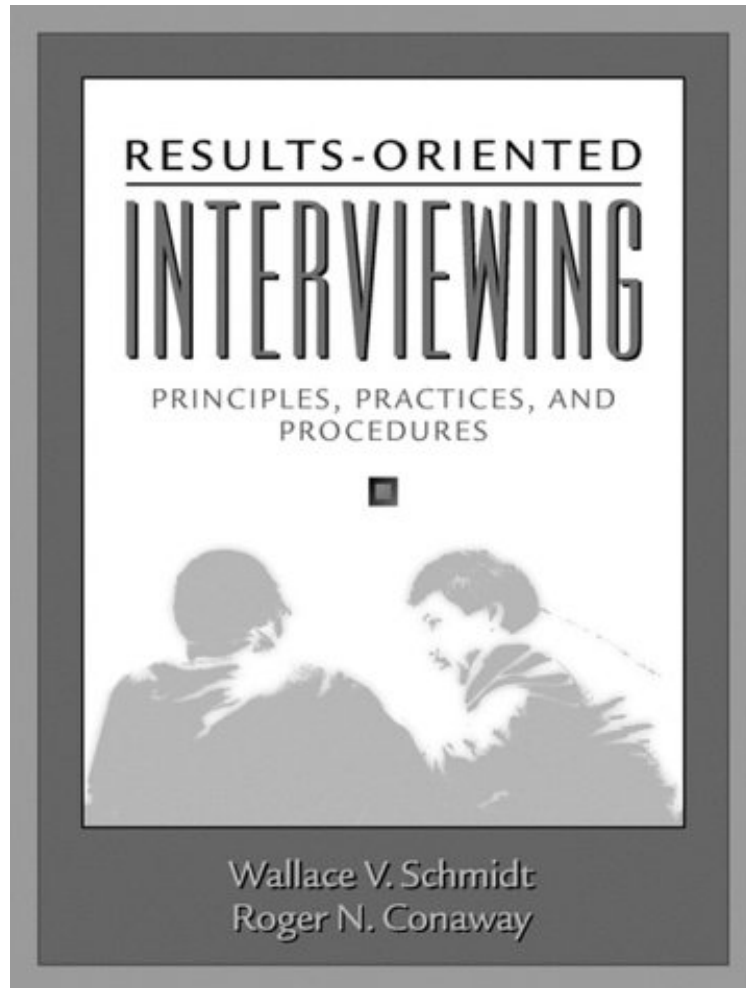


# Results-Oriented Interviewing: Principles, Practices, and Procedures

Wallace V. Schmidt, Roger N. Conaway

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**Wallace V. Schmidt, Roger N. Conaway : Results-Oriented Interviewing: Principles, Practices, and Procedures** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Results-Oriented Interviewing: Principles, Practices, and Procedures:

Results-Oriented Interviewing: Principles, Practices, and Procedures examines the role and shape of interviewing in different settings, from business to research and media, emphasizing the differing perspectives of the interviewer and interviewee. Central to the text is the notion that interviewing, in whatever setting, brings together individuals in a highly mobile and changing interactive environment. Results-Oriented Interviewing offers a holistic approach to the

study of interviewing, integrating theory and practice with case analysis. The scope and breadth of the text ensures that students are introduced to and understand the range and variety of interview types they may encounter, as well as the lessons that can be learned from interviews in each arena. To help enhance students' real-world skill development, the text is supplemented by a video (available for sale separately or packaged with the text) depicting examples of each type of interview. As the subject of the "Critical Focus" tests at the each chapter, the video is an integral part of the text.