



# The Talent Edge: A Behavioral Approach to Hiring, Developing, and Keeping Top Performers

*David S. Cohen*

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**A practical step-by-step approach to hiring the right person.**

Every hiring manager knows that the traditional hiring and interviewing process is a poor tool for predicting organizational fit and future on-the-job success. Behavioral interviewing can improve your chances of picking the right candidate two to five times over traditional processes. It focuses on how the candidate works rather than on skills, qualifications, and impressions.

*The Talent Edge* shows how you can develop a concrete understanding of what your own top performers do differently than the majority of their peers, and how to translate that knowledge into a better hiring system. While using case studies from organizations that have successfully transformed their hiring practices, the book articulates the business case for a Behavioral Interviewing system, and provides a roadmap for implementing it.

Comprehensive coverage includes: how to write job profiles and translate them into questions and answers that can be used in the interview; how to prepare for the interview, ask questions, and probe for the right information. The book also offers advice on how behaviors that are defined and proven to be useful in the hiring process can be incorporated into performance management, career development, and succession planning.

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