

### ASSESSMENT # 3

Total Marks: 30

Answer the following questions:

**Q: 1:** Short Questions (15)

- I. Outline the three biggest problems faced by recruiters.
- II. What are probing techniques? Explain, giving examples.
- III. Make a comparison between traditional and behavioural interviews.
- IV. Outline some tips for becoming a better listener.
- V. Describe the critical incident technique.

**Q: 2:** Discuss the various interviewing barriers. (7)

**Q: 3:** What is the difference between open and closed questions? Explain, using examples. (8)

