

Unit III Case Study

Assignment Content



Read "Case 5.1: In Need of a Sales Rep" at the end of Chapter 5 in your eTextbook.

For this assignment, answer the questions below; your assignment should be a minimum of two pages in length, not counting the required title page and reference page.

In your response, make specific references to concepts that you learned in Chapter 5 and any other sources that support your analysis of the questions. Convince the reader that your response to the questions is correct. Outside sources other than the eTextbook (which must be cited and referenced) are not required; however, they can be helpful in your responses. If outside sources are used, please adhere to APA Style when creating citations and references for this assignment.

- Explain the approaches that Frank used to locate prospective candidates for his sales rep position. How do you think that Frank could improve his recruitment and selection process?
- What legal and ethical considerations should Frank be aware of when recruiting individuals?
- What tools should Frank use to select candidates with the right profile for the job he is hiring for?

Resources

The following resource(s) may help you with this assignment.

- [Citation Guide \(https://www.columbiasouthern.edu/downloads/pdf/success/citation-guide\)](https://www.columbiasouthern.edu/downloads/pdf/success/citation-guide)
- [Submit Writing Center Request \(https://mycsu.columbiasouthern.edu/student/forms/courses/writing-center-request\)](https://mycsu.columbiasouthern.edu/student/forms/courses/writing-center-request)

By submitting this assignment, I verify that I am submitting an original work in accordance with the Academic Integrity Policy in the [CSU Student Handbook](#)

(<https://www.columbiasouthern.edu/downloads/pdf/handbook/csustudenthandbook.aspx>).

Submission

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