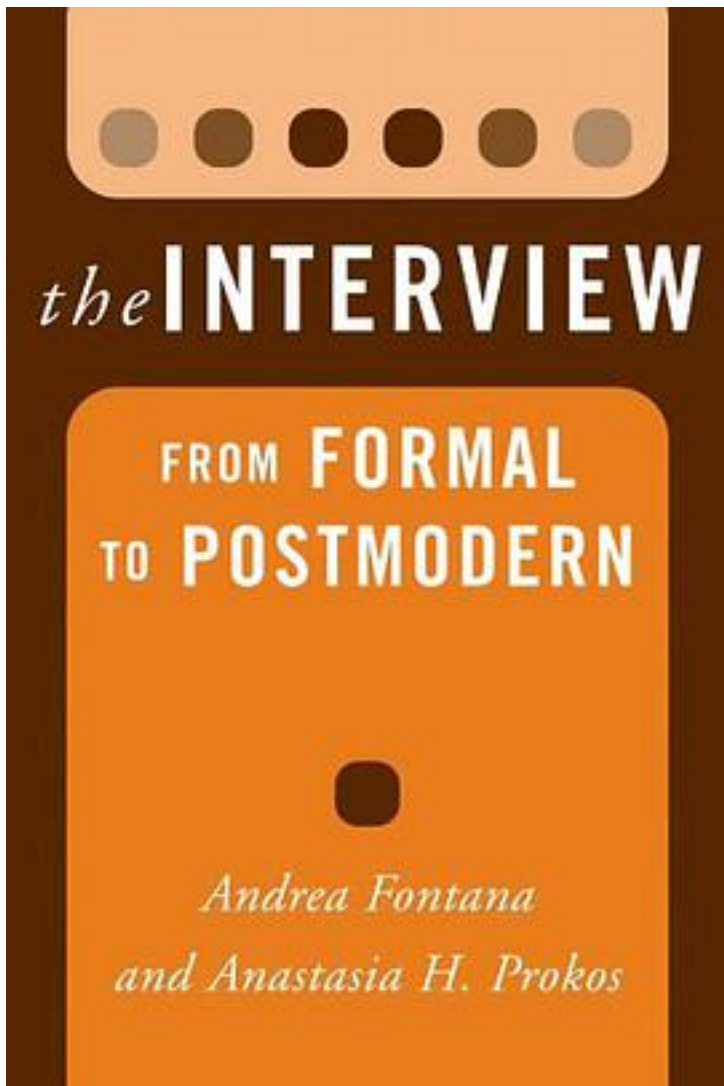


The Interview



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Nearly two decades of research in clinic, industry, and educational settings have enabled the authors to present this compact but comprehensive report on the structure of the interview process. Joseph D. Matarazzo and Arthur N. Wiens have put together a concise presentation of research evidence; free from the dogged adherence to personal opinion that plagues most literature on the subject. The authors present and discuss basic interview concepts: interviewer and interviewee difference in interview behavior, the stability of such behavior, and conditions which may modify it (including the first solid evidence, independently cross validated by others, for the effect on the interviewee of specific and common interviewer tactics).

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