



Interview Profile Paper

To be successful the field of business, you must learn how to handle and manage risks. The textbook states that risk is best understood as a phenomenon that affects multiple levels of social organization (Waldron & Kassling, 2018, p. 4). The ability to express an individual's ideas and messages while managing risks will allow you to grow as an employee/employers. I have conducted two interviews with business individuals (Brandon Reeser and Paul Williams) who are positioned highly in sales within their respected business, what I found to was how to understand and use effective communication in businesses that can help negotiations and managing risk within organization. I chose to interview two individuals because one works for a small business with around two hundred employees while the other is employed by a large corporation with around three thousand employees. Taking this information and effectively implement the course material can help optimize my learning experience and develop a better understanding of how it applies in the real world. Safari Books Online is a relatively small company that has close to two hundred employees working for the company. Brandon Reeser is a Senior Accountant Executive at Safari Books Online, this means he is in charge of all outside sell, acquiring new businesses and accounts, and managing small accounts.

Essentially he is in charge of moving the entire sales process along smoothly. In an interview dealing with how he became successful in sales Brandon said Sales are used every day in every situation, and I am particularly good at selling myself to people before I ever sell my product. On a daily basis Reeser is communicating with others, whether it is on in person, phone call, email, video chat, as well as texting or instant messaging. The most powerful channels of communication, Reeser states anything that you can add a personal touch, make them believe you care and put in that effort. Examples of these channels are face to face or video chats, having that interaction that makes the message more effective. While the weaker channels are going to be text messages and emails because it lacks the immediate feedback and leaves room for misinterpretation. When communicating with anywhere from thirty to fifty people in a day, its critical to manage time with everyone to make sure everything is running as efficiently as possible. After being asked about non-verbal and verbal communication Reeser claimed You will see it every single day, either reading a client to know how to approach them or if they seem distracted, or also verbally making sure everyone is on the same page and understands the next step. Having a clear understanding of the information and ideas is necessary to have effective communication because.

Managing to make what you are saying match the things that you are doing is a key way to gain credibility and trust from your audience. Reeser states that The best way to create a lasting

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Leo P. Chall



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MBA Admissions Strategy: from Profile Building to Essay Writing Avi Gordon, 2017-05-16 MBA Admissions Strategy is a bestseller that shows MBA applicants what MBA Admissions Committees value and how they work. What to say in a business school application and how to say it well. How to answer tricky essay and interview questions. It guides the reader through the four key aspects of competitive MBA admissions: navigating the admissions process, enhancing profile value, managing essay and interview communications, and writing better. MBA Admissions Strategy is about what is hard for MBA applicants to find the candid what I wish they'd told me insights about what really works in MBA admissions. It is what to do to win in MBA admissions and a step by step guide how to do it. The 3rd edition updated throughout contains new material on success in MBA interviews and wider admissions inputs in addition to the traditional essays. *Mba Admissions Strategy: From Profile Building To Essay Writing* Gordon, Avi, 2010-07-01 This book focuses on the essay writing process and includes a writing toolbox which has been adapted to meet the specific needs of MBA applicants.

Next Generation Genres Jessica Singer Early, 2022-11-29 Students need updated writing genres and a real reason to write. Evolutions in technology and connectivity have brought about significant changes in the ways writing is produced and shared. Yet despite monumental shifts in the practice of writing, how we teach writing has remained largely static. What we need is a new set of genres for writing instruction: genres that will speak to students who are already immersed in rich and multifaceted literacy practices through social media, gaming, and new technologies. Jessica S. Early's *Next Generation Genres* provides an alternative framework for a secondary writing curriculum that places a central emphasis on helping students gain the experience they need to write with confidence in academic and civic life. If your students' eyes glaze over when they face a standard essay assignment, perhaps it's time to let them try writing an infographic or a podcast.

Creating Literacy Communities as Pathways to Student Success Jessica Singer Early, Christina Saidy, 2018-10-04 *Creating Literacy Communities as Pathways to Student Success* offers a model for using literacy as a pathway for secondary students to explore fields from which they are often systematically excluded. In particular, this volume demonstrates how access for young Latina students to STEM-related fields can be bolstered through engagement with mentors in writing and reading programs. Written for pre- and in-service teachers as well as scholars across disciplines, this book aims to reconceptualize the ways in which writing can best serve ethnically and linguistically diverse students, especially girls.

How to Write a Winning College Application Essay, Revised 4th Edition Michael James Mason, 2000-05-25 *Get into the College of Your Dreams*. An original and creative essay is one of the keys to getting into the college you've always dreamed of, as well as to getting the financial aid you deserve. This book gives you everything you need to make your own unique talents shine in your college application essay. Even if writing is not your strong point, author Michael James Mason shows you exactly what admissions officers look for. What works and what doesn't, using actual student essays. Proven techniques for writing your best essay. Special tips for SAT and scholarship essays.

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Writer's Market, 1985 Paula Deimling,1984-09

2008 Writer's Market Deluxe Edition Robert Brewer,2007-07-06 The 2008 Writer s Market features all the great information writers have to come to expect for more than 80 years and then some This edition takes Writer s Market to a new level of excellence with high profile author interviews and five new market sections Of course it s still packed with all the information writers rely on year after year including the keys to successful query letters advice on how much to charge articles from successful writers as well as listings for book publishers magazines lierary agents and more

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The Writer's Market Kathryn Struckel Brogan,2003

2008 Writer's Market Robert Brewer,2007-07-06 Incorporating all the great information writers have to come to expect for more than 80 years this latest edition features higher profiles of its author interviews five new market sections and the most up to date market listings available to help readers find success

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The Writer's Craft McDougal Littell Incorporated, 1995 Writer's Market, 1993 Mark Kissling, Jenny Pfalzgraf, 1992 Every year writers rely on the new edition of Writer's Market for information vital to their successful writing careers This edition contains up to date information on 4 000 buyers of freelance materials as well as listings of contests and awards helpful articles and interviews with professionals

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