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Motor Age AMACOM/American Management Association Explains process of importing goods into the U.S., including informed compliance, invoices, duty assessments, classification and value, marking requirements, etc.

Chilton's Motor Age

Most managers hate conducting performance appraisal discussions. What's worse, few feel confident in their ability to accurately assess the performance of a subordinate. In The Performance Appraisal Question and Answer Book, expert Dick Grote answers over 100 of the most common -- and most difficult -- questions about this vitally important but often misunderstood and misused tool, including:* How should I react when an employee starts crying during the appraisal discussion . . . or gets mad at me?* Which is more important -- the results the person achieved or the way she went about doing the.

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