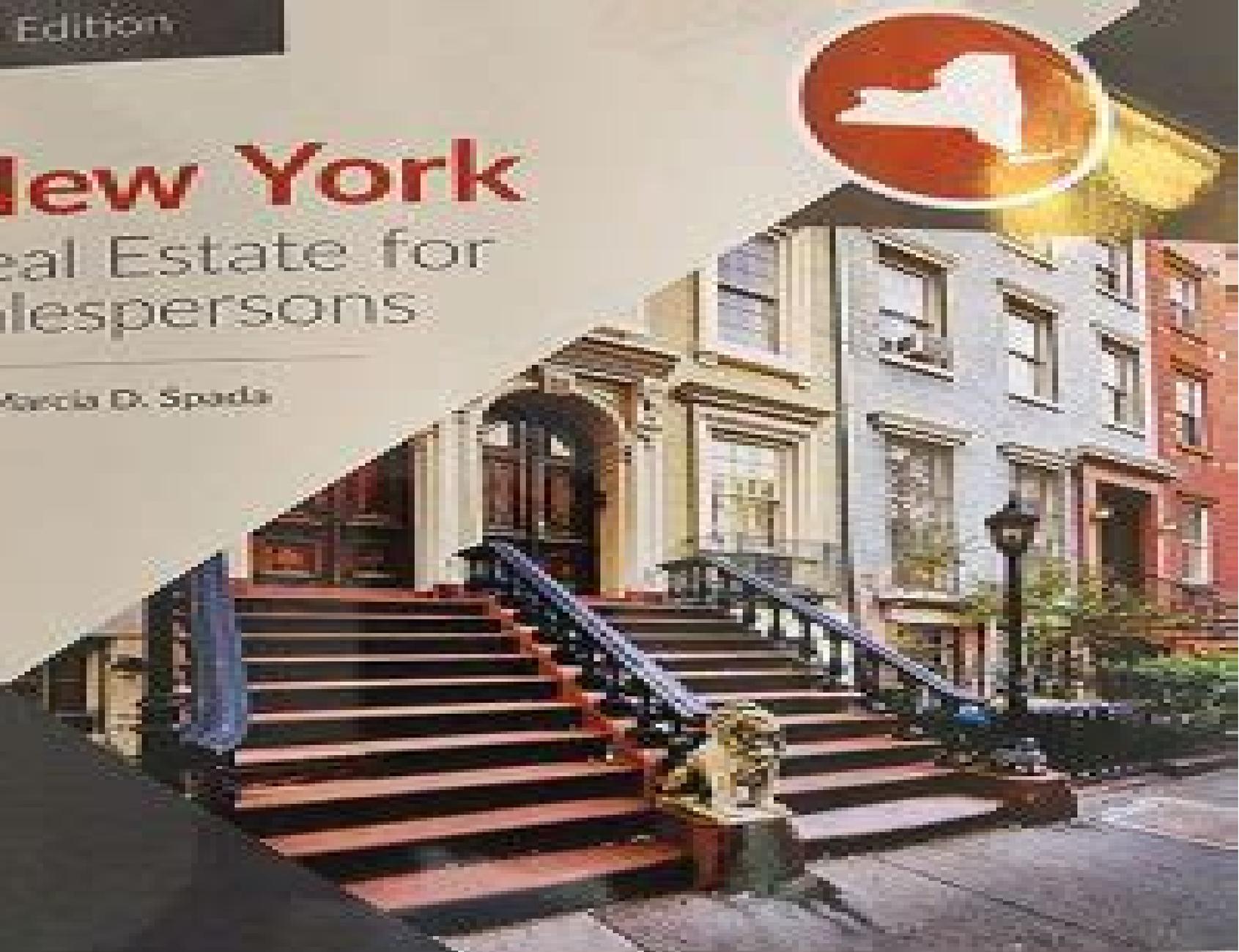


7th Edition

# New York

## Real Estate for Salespersons

By Marcia D. Spada



# Guide To New York Real Estate Salesperson Course

**Marcia Darvin Spada**



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**Beyond Real Estate Licensing: Case Study Analysis of Behavioral Assessment Relationship Applied to Human Performance** Conrad R. Richards, 2010-02-16 Conrad s new book Beyond Real Estate Licensing Case Study Analysis of Behavioral Assessment Relationship Applied to Human Performance is an outgrowth of his doctoral studies The specific problem this research addresses pertains to whether behavioral readiness has an impact upon real estate brokerage sales performance Although real estate students may score high on the real estate licensing examinations it may not prove the students ability to perform in a real estate brokerage performance sales environment The most important performance criteria in real estate sales could be conceived as a developed personality capacity and alignment of motivational values It is also noted that learning sales facilitators can not guarantee the knowledge transfer to performance unless behavioral readiness is presented Therefore behavioral assessment analysis can be considered as an integral aide to performance improvement The purpose of this study was to establish the organizational responsibility towards behavioral assessment analysis during the pre employment phase

The results of this study indicate that behavioral assessments may improve the overall recruitment and selection capability and to identify the necessary behavioral readiness that is necessary for knowledge transfer into sales performance

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