Chapter 12 Talent Analytics: Utilizing Analytics to Evaluate Employee Performance

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|  | **Concept** | **Definition** |
| 1 | Talent analytics |  |
| 2 | Human-capital facts |  |
| 3 | Analytical human resources |  |
| 4 | Human-capital investment analysis |  |
| 5 | Workforce forecast |  |
| 6 | Talent value model |  |
| 7 | Talent supply chain |  |
| 8 | Three Sales DNA traits |  |
| 9 | How to mold sales superstars (6) |  |
| 10 | Variables positively & negatively correlated with sales performance |  |
| 11 | WHOPPPP |  |
| 12 | Raise Your Game |  |
| 13 | AT&T/Google studies |  |
| 14 | Google’s retention algorithm |  |
| 14 | Using talent analytics in the hiring process |  |