

The Leisure and Hospitality (L&H) industry represents companies who provide entertainment and recreation, as well as accommodation and food services to clients. These organizations offer a wide range of services, including preparing items for consumption and providing housing for travelers. Although Hogan often works with leaders in this industry, our experience extends to a variety of other jobs, such as rental agents and culinary personnel.

In the following tables, click on the study header links for descriptions of our research processes. Further study details are also available by clicking on the job title links below.

<u>ROI Studies</u>	Assessments	Job Family
Telephone Sales Representative (256)	HPI	Sales and Customer Support
Sales Representative (367)	HPI, HDS, MVPI	Sales and Customer Support
Rental Agent (417)	HPI	Sales and Customer Support
General Manager (929)	HPI, HDS, MVPI	Managers and Executives

<u>Validity Generalization Studies</u>	Assessments	Job Family
Rental Agent (397.3)	HPI	Technicians and Specialists
Executive, Director, Manager, Leader, Culinary, and Individual Contributor Job Families (497 - 502)	HPI, HDS, MVPI	Multiple Job Families
Sales Job Family (527)	HPI, MVPI	Sales and Customer Support
Leader (528)	HPI, MVPI	Managers and Executives
Manager and Executive (529, 530)	HPI, HDS, MVPI	Managers and Executives
Hotel General Manager (535)	HPI, MVPI	Operations and Trades
Hotel Operations & Food/Beverage (556/559)	HPI	Operations and Trades
Table Games Job Family (558)	HPI	Service and Support
Senior Executive Leader (874)	HPI, HDS, MVPI	Managers and Executives
Senior Director (1060)	HPI, HDS, MVPI	Managers and Executives
Vice President/Senior Vice President (1061)	HPI, HDS, MVPI	Managers and Executives

<u>Competency Studies</u>	Assessments	Job Family
General Managers (953)	HPI, HDS, MVPI	Managers and Executives