

The RecruitMentor Candidate Calls

Will College Pay Off? *Top Biller* **Talent Makers** **The Robot-Proof Recruiter** **Work Rules!** *The Professional Recruiter's Handbook* **The Holloway Guide to Technical Recruiting and Hiring** **The Savage Truth** **21 Things to Do to Get a New Job NOW!** **Oswaal ISC Question Bank Class 12 Account, Economics, Commerce, English Paper-1 & 2 (Set of 5 Books) (For 2023 Exam)** **HR for Hybrid Working** **The Cambridge Handbook of Technology and Employee Behavior** **Attitudes, Aptitudes, and Aspirations of American Youth** **The Oxford Handbook of Recruitment Talent Relationship Management** **Lessons from the Obama 2012 Grassroots Campaign** **Employee Recruitment, Selection, and Assessment** **Recruitment for Insurance Agency Building** **Recruitment and Selection** **Retention and Recruitment for the Volunteer** **Emergency Services; Challenges and Solutions** **Ferocious Resolve** **People as Merchandise** **Occupational Outlook Handbook** **The Fourth Industrial Revolution** **Women Of Japan & Korea** **Cover Letter Magic** **Banking & SSC September 2019 eBook** **Great Tours!** **Trends and Issues in Doctoral Education** **Human Resource Strategies for the High Growth Entrepreneurial Firm** **Human Resources Management Having Their Cake-- The Sourcing Method** **Computer Networks, Big Data and IoT** **The Rich Recruiter** **Proceedings of the 7th Iverson Bell Seminar/Workshop on Minority Recruitment for Veterinary Medicine** **Hiring Success: How Visionary CEOs Compete for the Best Talent** **Crime Laboratory Management** **Bank Of Maharashtra Generalist Officer Exam Max Success** **EBook Fearless Salary Negotiation**

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The Cambridge Handbook of Technology and Employee Behavior Nov 18 2021 Experts from across all industrial-organizational (IO) psychology describe how increasingly rapid technological change has affected the field. In each chapter, authors describe how this has altered the meaning of IO research within a particular subdomain and what steps must be taken to avoid IO research from becoming obsolete. This Handbook presents a forward-looking review of IO psychology's understanding of both workplace technology and how technology is used in IO research methods. Using interdisciplinary perspectives to further this understanding and serving as a focal text from which this research will grow, it tackles three main questions facing the field. First, how has technology affected IO psychological theory and practice to date? Second, given the current trends in both research and practice, could IO psychological theories be rendered obsolete? Third, what are the highest priorities for both research and practice to ensure IO psychology remains appropriately engaged with technology moving forward?

Trends and Issues in Doctoral Education Jun 01 2020 "Doctoral education is of prime importance worldwide. In some countries, there is severe shortage of doctoral degree holders, while in others there is an oversupply in many fields. There is a global debate on the best ways of providing doctoral training. To illustrate global trends, the book analyses the current realities of doctoral education with the help of 15 case studies based on different countries and regions. It includes an overview of the state of the literature on doctoral education as well as an analysis of doctoral education from a historical perspective with a detailed comparative discussion. Trends and Issues in Doctoral Education: A Global Perspective also examines the challenges and ideas of current and proposed reforms in doctoral education"--

Banking & SSC September 2019 eBook Aug 03 2020 Jagranjosh's Banking & SSC e-book September 2019 eBook is a one-stop solution to help students preparing for the upcoming IBPS PO & RRB 2019, SSC JE 2019, SSC CGL Tier-2 2019 and SSC JHT 2019 Exams. All the chapters of this e-Book are reader-friendly and easy to understand. Our team at Jagranjosh.com wishes all the very best to the aspirants of Banking & SSC Exams. Key Feature Banking & SSC e-book September 2019 is prepared by subject matter expert team of Jagranjosh.com, who worked up the best to come up with this all-inclusive preparation package for IBPS PO & RRB 2019, SSC JE 2019, SSC CGL Tier-2 2019 and SSC JHT 2019 Exams. The book includes a preparation strategy for SSC JE, SSC CGL Tier-2, SSC JHT, IBPS RRB Mains and IBPS PO Prelims 2019 Exams. This e-book also contains the practice questions for the SSC CGL Tier-2 & IBPS RRB Mains 2019 Exam. Apart from this, the book also has extensive coverage of important events throughout the month.

Talent Makers Aug 27 2022 Powerful ideas to transform hiring into a massive competitive advantage for your business Talent Makers: How the Best Organizations Win through Structured and Inclusive Hiring is essential reading for every leader who knows that hiring is crucial to their organization and wants to compete for top talent, diversify their organization,

and build winning teams. Daniel Chait and Jon Stross, co-founders of Greenhouse Software, Inc, provide readers with a comprehensive and proven framework to improve hiring quickly, substantially, and measurably. Talent Makers will provide a step-by-step plan and actionable advice to help leaders assess their talent practice (or lack thereof) and transform hiring into a measurable competitive advantage. Readers will understand and employ: A proven system and principles for hiring used by the world's best companies Hiring practices that remove bias and result in more diverse teams An assessment of their hiring practice using the Hiring Maturity model Measurement of employee lifetime value in quantifiable terms, and how to increase that value through hiring The Talent Makers methodology is the result of the authors' experience and the ideas and stories from their community of more than 4,000 organizations. This is the book that CEOs, hiring managers, talent practitioners, and human resources leaders must read to transform their hiring and propel their organization to new heights.

The Holloway Guide to Technical Recruiting and Hiring Apr 23 2022 A practical, expert-reviewed guide to growing software engineering teams effectively, written by and for hiring managers, recruiters, interviewers, and candidates.

The Rich Recruiter Nov 25 2019 Whether you're new to recruitment, an experienced recruiter or a struggling recruiter, The Rich Recruiter is a step by step guide on how rich recruitment consultants achieve their success. The Rich Recruiter has been written specifically for recruitment consultants working for recruitment agencies. Therefore, it has remained completely true to the industry. You'll learn: 1. How to win new clients, even in a competitive market 2. How to handle objections and bypass preferred supplier lists (PSL) 3. How to get past difficult gatekeepers 4. How to acquire the direct numbers and email addresses of those hard to reach clients 5. How to write, structure and target winning e-shots that pull in jobs 6. Where to find and how to approach the best candidates that'll beat your competitors 7. How to significantly reduce candidate dropouts during the recruitment process 8. How increase your candidate's interview skills so they get the job 9. How to get meetings and how to conduct meetings with clients that'll win their business 10. How to successfully negotiate and close deals that'll maximise your fee rate while creating a win-win situation 11. How to cold call and do spec calls that'll put you head and shoulders above your competitors 12. How to create and maximise your recruitment luck

Retention and Recruitment for the Volunteer Emergency Services; Challenges and Solutions Mar 10 2021

Bank Of Maharashtra Generalist Officer Exam Max Success EBook Jul 22 2019 SGN. The book Bank Of Maharashtra Generalist Officer Exam Max Success EBook covers all sections of the exam.

Work Rules! Jun 25 2022 From the visionary head of Google's innovative People Operations comes a groundbreaking inquiry into the philosophy of work -- and a blueprint for attracting the most spectacular talent to your business and ensuring that they succeed. "We spend more time working than doing anything else in life. It's not right that the experience of work should be so demotivating and dehumanizing." So says Laszlo Bock, former head of People Operations at the company that transformed how the world interacts with knowledge. This insight is the heart of Work Rules!, a compelling and surprisingly playful manifesto that offers lessons including: Take away managers' power over employees Learn from your best employees-and your worst Hire only people who are smarter than you are, no matter how long it takes to find them Pay unfairly (it's more fair!) Don't trust your gut: Use data to predict and shape the future Default to open-be transparent and welcome feedback If you're comfortable with the amount of freedom you've given your employees, you haven't gone far enough. Drawing on the latest research in behavioral economics and a profound grasp of human psychology, Work Rules! also provides teaching examples from a range of industries-including lauded companies that happen to be hideous places to work and little-known companies that achieve spectacular results by valuing and listening to their employees. Bock takes us inside one of history's most explosively successful businesses to reveal why Google is consistently rated one of the best places to work in the world, distilling 15 years of intensive worker R&D into principles that are easy to put into action, whether you're a team of one or a team of thousands. Work Rules! shows how to strike a balance between creativity and structure, leading to success you can measure in quality of life as well as market share. Read it to build a better company from within rather than from above; read it to reawaken your joy in what you do.

The Savage Truth Mar 22 2022 GREG SAVAGE knows about leadership. Greg is a founder of four highly successful businesses in the recruitment. He has led start-ups to IPO, navigated businesses through a recession, the boomtimes and the global financial crisis. He has been headhunted to lead in global recruitment businesses. Most of all Greg is a communicator. He is probably the

The Robot-Proof Recruiter Jul 26 2022 FINALIST: Business Book Awards 2020 - HR & Management Category In a world of work where recruiters are constantly hearing that their role is at risk from AI, robotics and chatbots, it has never been more important to effectively attract and recruit the right people. Leveraging the power of social media and digital sourcing strategies is only part of the solution, and simply posting a job or sending a LinkedIn InMail is no longer enough. The Robot-Proof Recruiter shows you how to use the tools that reveal information that can be used to grab a potential candidate's attention among the overwhelming volume of material online. Full of expert guidance and practical tips, this book explains what works, what doesn't, and how you can stand out and recruit effectively in a world of technology overload. The Robot-Proof Recruiter will enable you to become the recruiter that candidates trust and the one they want to talk to. It contains essential guidance on overcoming obstacles - including how to recruit without an existing online presence, how to work effectively with hiring managers to improve the candidate experience, and how to use technology to support the candidate's journey from initial outreach, to application, to employee, and through to alumnus. This is an indispensable book for all recruitment professionals and HR practitioners who want to recruit the right people for their organization.

The Fourth Industrial Revolution Nov 06 2020 World-renowned economist Klaus Schwab, Founder and Executive Chairman of the World Economic Forum, explains that we have an opportunity to shape the fourth industrial revolution, which will fundamentally alter how we live and work. Schwab argues that this revolution is different in scale, scope and

complexity from any that have come before. Characterized by a range of new technologies that are fusing the physical, digital and biological worlds, the developments are affecting all disciplines, economies, industries and governments, and even challenging ideas about what it means to be human. Artificial intelligence is already all around us, from supercomputers, drones and virtual assistants to 3D printing, DNA sequencing, smart thermostats, wearable sensors and microchips smaller than a grain of sand. But this is just the beginning: nanomaterials 200 times stronger than steel and a million times thinner than a strand of hair and the first transplant of a 3D printed liver are already in development. Imagine “smart factories” in which global systems of manufacturing are coordinated virtually, or implantable mobile phones made of biosynthetic materials. The fourth industrial revolution, says Schwab, is more significant, and its ramifications more profound, than in any prior period of human history. He outlines the key technologies driving this revolution and discusses the major impacts expected on government, business, civil society and individuals. Schwab also offers bold ideas on how to harness these changes and shape a better future—one in which technology empowers people rather than replaces them; progress serves society rather than disrupts it; and in which innovators respect moral and ethical boundaries rather than cross them. We all have the opportunity to contribute to developing new frameworks that advance progress.

21 Things to Do to Get a New Job NOW! Feb 21 2022 Getting a new job is not always easy. In fact sometimes the journey can be pretty hard going. This book will provide you with a map to follow, and tell you what to do and how to do it, step by step so that you get a new job NOW. With Paul and Lynn by your side the road is easy.

Attitudes, Aptitudes, and Aspirations of American Youth Oct 17 2021 Recruiting an all-volunteer military is a formidable task. To successfully enlist one eligible recruit, the Army must contact approximately 120 young people. The National Research Council explores the various factors that will determine whether the military can realistically expect to recruit an adequate fighting force—one that will meet its upcoming needs. It also assesses the military's expected manpower needs and projects the numbers of youth who are likely to be available over the next 20 years to meet these needs. With clearly written text and useful graphics, Attitudes, Aptitudes, and Aspirations of American Youth offers an overview of important issues for military recruiters, touching on a number of important topics including: sex and race, education and aptitude, physical and moral attributes, and military life and working conditions. In addition, the book looks at how a potential recruit would approach the decision to enlist, considering personal, family, and social values, and the options for other employment or college. Building on the need to increase young Americans' "propensity to enlist," this book offers useful recommendations for increasing educational opportunities while in the service and for developing advertising strategies that include concepts of patriotism and duty to country. Of primary value to military policymakers, recruitment officers, and analysts, Attitudes, Aptitudes, and Aspirations of American Youth will also interest social scientists and policy makers interested in youth trends.

Human Resources Management Mar 30 2020 A veteran human resources manager and consultant shares his firsthand experience to show human resources professionals in the design field how to attract, develop and retain the best people. Demonstrates how the nature of the design profession lends itself to special strengths and weaknesses in the human resources management area. Shows managers how to break out of traditional American styles of management and into the participative management style in which design professionals thrive. They'll also learn how to define their firm's mission, determine strategy, agree on common goals plus many other techniques that will contribute not only to their human resources management goals but also to their corporation's goals as a whole.

Lessons from the Obama 2012 Grassroots Campaign Jul 14 2021 Birch Bay residents Al Krause and Ruth Higgins will discuss their new book, Lessons from the Obama 2012 Grassroots Campaign on Sunday, April 14 at 4:00 p.m., in the Readings Gallery of Village Books, 1200 11th Street, Bellingham, WA. 360-671-2626, villagebooks.com. To obtain a free book stub for review or to request an interview, contact Ruth Higgins or Al Krause at 360-371-5312 or email info@prudent-ventures.com.

Recruitment for Insurance Agency Building May 12 2021 This book unveils the secrets of cultivating long-term recruitment success for agency building. It contains eight time-tested, principle-driven heart truths that are key to building a productive, enduring agency. This book will inspire current and new generations of agents and managers to truly build agencies that last and thrive.

Talent Relationship Management Aug 15 2021 In times of growing talent shortage, companies have to find new ways to fill their strategic positions from the outside. This book presents useful and competitive solutions for hiring talented and motivated employees. The author presents four concrete fields of action to achieve this and provides the reader with definitions of strategically relevant key and bottleneck functions. The book emphasizes the fact that employers must sell relevant functions just like they would as part of an employer branding strategy. Employers are moving towards active sourcing strategies beyond job ads and headhunting. They must maintain and manage relations with promising talent once they have been identified. Finally, employers must ensure a positive candidate experience. This book serves as a handy reference for HR managers and talent recruiters.

Hiring Success: How Visionary CEOs Compete for the Best Talent Sep 23 2019 Who you hire defines everything, from business success down to who you are as a leader. That's why hiring top talent is the #1 priority of most CEOs, and yet, studies show that the majority don't believe they recruit highly talented people. As the talent economy continues to evolve, CEOs need to adapt the way they compete for talent in order to keep up. As a current SaaS CEO and former recruiter, Jerome Ternynck packs 30 years of learnings and differentiated recruiting strategies into Hiring Success to provide CEOs a future-ready perspective for talent. You'll walk away with the ability to attract, select, and hire the best talent at a global scale on demand—leading to hiring success now and in the future.

Oswaal ISC Question Bank Class 12 Account, Economics, Commerce, English Paper-1 & 2 (Set of 5 Books) (For 2023 Exam) Jan 20 2022 This product covers the following: Strictly as per the Full syllabus for Board 2022-23 Exams Includes Questions of the both - Objective & Subjective Types Questions Chapterwise and Topicwise Revision Notes for in-depth study Modified & Empowered Mind Maps & Mnemonics for quick learning Concept videos for blended learning Previous Years' Board Examination Questions and Marking scheme Answers with detailed explanation to facilitate exam-oriented preparation. Examiners comments & Answering Tips to aid in exam preparation. Includes Topics found Difficult & Suggestions for students. Includes Academically important Questions (AI) Dynamic QR code to keep the students updated for 2023 Exam paper or any further ISC notifications/circulars

Will College Pay Off? Oct 29 2022 The decision of whether to go to college, or where, is hampered by poor information and inadequate understanding of the financial risk involved. Adding to the confusion, the same degree can cost dramatically different amounts for different people. A barrage of advertising offers new degrees designed to lead to specific jobs, but we see no information on whether graduates ever get those jobs. Mix in a frenzied applications process, and pressure from politicians for "relevant" programs, and there is an urgent need to separate myth from reality. Peter Cappelli, an acclaimed expert in employment trends, the workforce, and education, provides hard evidence that counters conventional wisdom and helps us make cost-effective choices. Among the issues Cappelli analyzes are: What is the real link between a college degree and a job that enables you to pay off the cost of college, especially in a market that is in constant change? Why it may be a mistake to pursue degrees that will land you the hottest jobs because what is hot today is unlikely to be so by the time you graduate. Why the most expensive colleges may actually be the cheapest because of their ability to graduate students on time. How parents and students can find out what different colleges actually deliver to students and whether it is something that employers really want. College is the biggest expense for many families, larger even than the cost of the family home, and one that can bankrupt students and their parents if it works out poorly. Peter Cappelli offers vital insight for parents and students to make decisions that both make sense financially and provide the foundation that will help students make their way in the world.

Human Resource Strategies for the High Growth Entrepreneurial Firm Apr 30 2020 This volume not only illustrates the research that is being done in the area of human resources in entrepreneurial firms but it raises many issues that exemplify the complexity of the topic. It is not a case of small versus large firms. There are small established firms, small start-up firms and small high growth firms. As pointed out by Alvarez and Molloy these firms differ with established firms dealing with risk while high growth firms deal with uncertainty. These firms vary in ownership based on family ownership, ownership by founder, or some type of privately held stock ownership. These firms also vary based on how they handle people issues: structure versus lack of structure; the traditional HR functional approach versus the use of people management practices; person-job fit versus person- organization fit; ability and work experience versus integrity and conscientiousness; work processes and bureaucracy versus agility and adaptability; tasks versus roles; in-house professionals versus reliance on third-party vendors; traditional pay versus variable pay; short-term orientation of incentives versus long-term orientation of incentives; and many more.

Crime Laboratory Management Aug 23 2019 Crime Laboratory Management is the first book to address the unique operational, administrative, and political issues involved in managing a forensic laboratory. It guides managers and supervisors through essential tasks ranging from hiring and training of staff to quality control, facilities management, and public relations. Author Jami St. Clair has more than 20 years experience in forensic science and served as President of the American Society of Crime Lab Directors in 1998-1999. She and her colleagues have designed this book to be useful for supervisors at every level. With its combination of classic management theories and practical information, this unique resource will help managers ensure that their laboratories operate efficiently and survive the intense scrutiny of today's criminal justice system. It will also help students and professional with an interest in forensic science and crime laboratory operation to better understand the functions of labs and the critical role they play in handling and analyzing evidence. * Shows how to handle a wide variety of administrative and operational issues in forensic laboratories * Provides new and experienced managers with practical information from qualified experts * Outlines standards and procedures to help ensure quality results from laboratory analyses

Occupational Outlook Handbook Dec 07 2020

Recruitment and Selection Apr 11 2021

The Oxford Handbook of Recruitment Sep 16 2021 The past 40 years have established recruitment as a fundamental area of research to both researchers and practitioners. No longer is recruitment viewed as simply another component of human resource management but rather a strategic tool with wide-ranging implications for organizations. To this extent investigations on the subject have drawn upon diverse perspectives from economics to marketing, highlighting recruitment's links with multiple aspects of organizational functioning such as selection, onboarding, organizational culture, job performance, and turnover. The goal of this handbook is to provide an integrative and comprehensive summary of the state of recruitment research. It is hoped that by providing insight to both theoretical and empirical underpinnings of the topic this volume will focus readers to the important issues affecting our understanding and application of recruitment concepts; and provide structure toward current thinking and future exploration of the field. In the spirit of investigative inquiry, the book's chapters are organized according to the questions they answer about the nature of recruitment: Who is involved in recruitment; What do these stakeholders do; When do recruitment phenomenon occur; Where does recruitment take place; Why does recruitment influence various stakeholders in the process; and finally, how is recruitment investigated? Aimed at both potential and existing recruiters, the expert contributions included in this handbook serve as a springboard to energize

and focus future endeavor in recruitment, an increasingly pertinent driver of individual and organizational success.

Proceedings of the 7th Iverson Bell Seminar/Workshop on Minority Recruitment for Veterinary Medicine Oct 25 2019

Ferocious Resolve Feb 09 2021 This is a critical examination of the people who teach and produce research and scholarship in our institutions of higher education. The insights revealed through probing interviews with individual professors who have made careers in the halls of academia help readers understand the politics, power struggles and perils, both large and small, which shape the modern university. Given the important role these institutions play in our society, such an examination is not only helpful, but essential. This book is a helpful primer for faculty looking to build a career and those interested in understanding how professors are tasked in their profession. Endorsements: "I can think of no question more commonly asked among academics, new and veteran alike, than what it means to flourish in this profession, particularly for those who speak against the grain. In this important new book, Autumn Cyprès draws on the voices of established scholars in order to bring clarity and insight to the competing implicit and explicit rules and contested political and cultural terrains that we all must navigate. Readers will find helpful advice not merely to succeed in this profession, but to change the profession itself." - Kevin Kumashiro, University of San Francisco "Professor Cyprès' book is a wake up call to the professoriate to rescue our profession from the clutches of those wanting to make scholars obedient servants of power. Her analysis and prescriptions provide guidelines and hope for revitalizing and energizing this once honored profession." - From the foreword by Joel Spring, Queens College and Graduate Center, City University of New York In this important new book, Autumn Tooms Cyprès provides her readers with a critical examination of the people who teach and produce research and scholarship in our institutions of higher education. The insights she reveals through her probing interviews with individual professors who have made careers in the halls of academia help us to understand the politics, power struggles and perils, both large and small, which shape the modern university. Given the important role these institutions play in our society, such an examination is not only helpful, but essential. - Pedro A. Noguera, New York University

Top Biller Sep 28 2022 Steve Guest's Top Biller is a refreshing and timely insight into the recruitment industry, for both the seasoned professional and those new to the game. Guest breaks down his technique and breathes life into the method that has rendered himself, and those he mentors, highly successful 'Top Billers'.

Employee Recruitment, Selection, and Assessment Jun 13 2021 Personnel selection is changing. Whilst traditional face-to-face interviews are still common, the range of assessment processes that inform the selection of candidates is increasingly diverse, taking advantage not only of new technologies, but also using new methods and strategies, such as assessment centres and personality testing. This new collection looks at the most important contemporary issues in recruitment, selection and assessment today, highlighting the latest research from the perspective of both recruiter and applicant. The book is written by an international range of prominent scholars in this area, and provides up-to-date analysis of key topic areas, including: How measurements of intelligence can impact on recruitment policies The use and value of personality tests An analysis of social interaction in the interview process The value and impact of video resumes in recruitment How social networks affect how applicants are perceived Job analysis and competencies modelling Part of the Current Issues in Work & Organizational Psychology series, this is an important book that shines a light on the latest theory and practice in employee recruitment. It will interest not only students and researchers of Organizational Psychology, HRM and Business and Management, but will also engage professionals in the field.

Fearless Salary Negotiation Jun 20 2019

Women Of Japan & Korea Oct 05 2020 Original research on the changing roles of women in Japan and Korea.

HR for Hybrid Working Dec 19 2021 Many employees are looking for a mix of remote and office working. How can HR professionals adapt policies and practices to ensure hybrid working is effective for the workforce and the business? HR for Hybrid Working covers everything that people professionals need to succeed in a hybrid working model and manage the transition to this new way of working. It shows why and how contractual documents, policies, pay and reward terms need to change, how to manage changing employee expectations and how to assess and communicate to staff what work can be done partially remotely and manage the impact on company culture. There is also insight on how to adapt learning and development (L&D) and wellbeing activities to ensure they support employee development. Alongside expert guidance on how to assess what technology solutions are right for the business, HR for Hybrid Working explains how to manage inductions and exits from the organization when the location of employees is changeable. Packed full of advice, examples and case studies, this book also provides a dedicated section on the new skills needed by HR professionals as organizational roles, structures and processes change in a hybrid working model.

Computer Networks, Big Data and IoT Dec 27 2019 This book presents best selected research papers presented at the International Conference on Computer Networks, Big Data and IoT (ICCBi 2021), organized by Vaigai College Engineering, Madurai, Tamil Nadu, India, during December 9-10, 2021. The book covers original papers on computer networks, network protocols and wireless networks, data communication technologies and network security. The book is a valuable resource and reference for researchers, instructors, students, scientists, engineers, managers and industry practitioners in those important areas.

The Professional Recruiter's Handbook May 24 2022 As recruitment becomes ever more important to a business achieving its corporate objectives, recruiters must raise their game, delivering new and innovative solutions while also doing their job well and achieving the results needed for their clients and candidates. The Professional Recruiter's Handbook, second edition, is a complete guide to achieving success in recruitment. The authors explore the techniques used by the most successful recruiters, both agency and client-side, to understand what creates excellence in recruitment. Containing up-to-

date practical advice on attracting the right candidates and finding and retaining new clients, it explains how to develop a recruitment strategy to ensure the recruitment professional can successfully fulfil the roles taken on. The book is supported by numerous case studies and interviews with recruitment professionals.

People as Merchandise Jan 08 2021 **DO NOT READ THIS BOOK UNLESS YOU WANT TO BECOME A WORLD-CLASS HEADHUNTER** If you want to make significant improvements in your recruitment results and become a member of the top, world headhunters, follow this unorthodox LinkedIn recruitment guide. So-called 'social recruitment' is an inevitable trend in today's recruitment business, and LinkedIn is simply the main part of it. This book reveals many shortcuts and tricks everybody was afraid to unleash, including: How to uncover any full LinkedIn profile view without upgrading to premium How to override the limit of LinkedIn invitations How to search through LinkedIn groups you cannot join How to use search engines to scan LinkedIn for candidates How to automate candidate sourcing How to track the steps of your competition on LinkedIn No matter if you are a recruiter, headhunter, HR personnel, entrepreneur or startuppreneur, this book will help you to: Dramatically increase the efficiency of your recruitment activities Skyrocket the volume of reachable candidates Significantly cut costs of hiring new employees ""People as Merchandise, with its no-nonsense pragmatic approach, is an indispensable tool for today's recruitment professionals and entrepreneurs."" -- Barbara Corcoran, founder of The Corcoran Group, author, and investor on ABC's "Shark Tank" ""Josef's book excels where others fail. I highly recommend it to any HR and staffing professional."" -- Horst Gallo, Director HR at IBM ""People as Merchandise is not another vague guide, rather a piece of art among recruitment manuals. Definitely a no-brainer for all recruiters."" -- Jeanne E. Branthover, Managing Director at Boyden and the World's Most Influential Headhunter by BusinessWeek Learn more at: www.PeopleAsMerchandise.com

The Sourcing Method Jan 28 2020 Tactics to Find Unfindable Talent

Great Tours! Jul 02 2020 This open and engaging book will help you develop thematic tours and train your guides to lead those tours, while aiding you in managing your guide program effectively. The authors' unique approach includes clear step-by-step instructions supplemented with activities and readings.

Cover Letter Magic Sep 04 2020 Professional resume and cover letter writers reveal their inside secrets for creating phenomenal cover letters that get attention and land interviews. Features more than 150 sample cover letters written for all types of job seekers, including the Before-and-After transformations that can make boring letters fabulous.

Having Their Cake-- Feb 27 2020 "Congratulations. Well targeted, highly topical and lively to read." -John Monks, General Secretary, Trades Union Congress"Addresses a highly significant and topical issue and does so in a readable style drawing on the authors' long experience in industry at executive director level." -Philip Sadler, former principal of Ashridge Business SchoolThis hard-hitting book describes in fascinating detail the little-publicised 'system' of relationships between the top managers of large companies and those in the financial markets: investment bankers, stockbrokers, fund managers, stock market analysts, city lawyers, financial PR consultants and the financial press. It explores how these relationships have evolved to the point where for the ambitious and wealth-seeking top manager, the best route to quick success and high earnings appears to be through embarking on acquisitions, mergers, portfolio restructurings, drastic cost-cutting and other high-profile financial moves.Having their Cake...is a damning account of how lack of care, ignorance and personal greed are undermining companies and destroying corporate Britain's wealth and value.