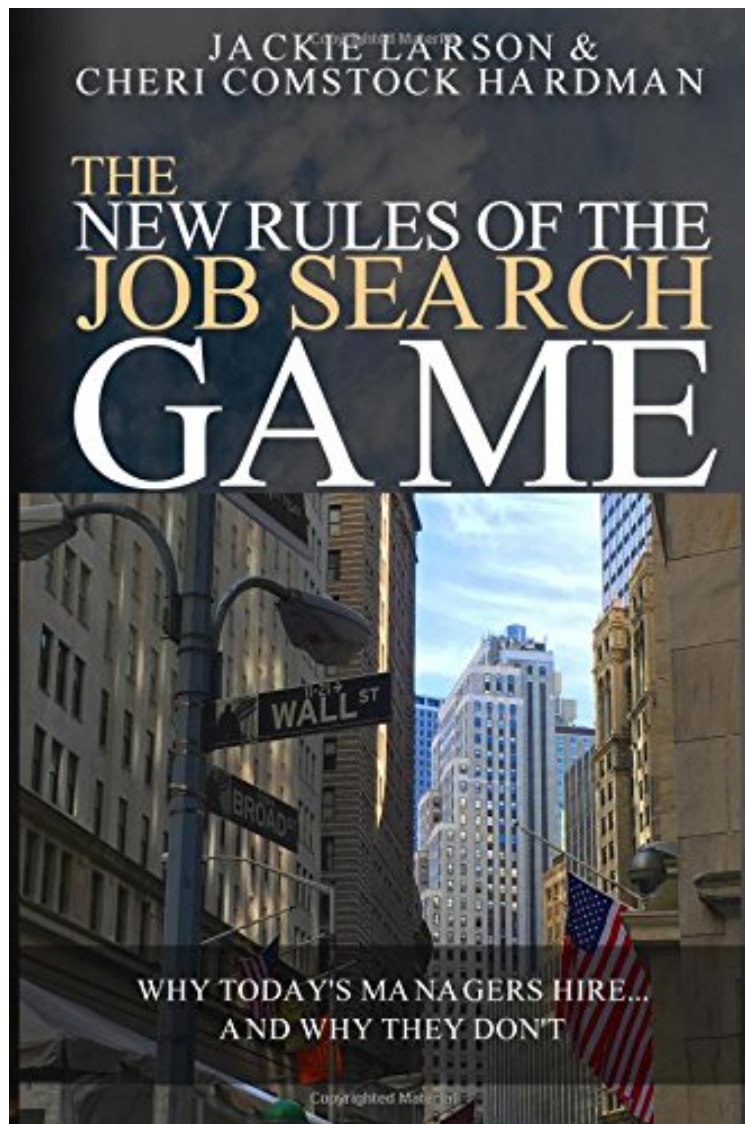


(Mobile book) The New Rules of the Job Search Game: Why Today's Manager's Hire . . . and Why They Don't

The New Rules of the Job Search Game: Why Today's Manager's Hire . . . and Why They Don't

Jackie Larson, Cheri Comstock Hardman
ebooks | Download PDF | *ePub | DOC | audiobook



 Download

 Read Online

#2933667 in Books 2016-10-07 Original language: English 9.00 x .71 x 6.00l, #File Name: 0971698104282 pages | File size: 43.Mb

Jackie Larson, Cheri Comstock Hardman : The New Rules of the Job Search Game: Why Today's Manager's Hire . . . and Why They Don't before purchasing it in order to gauge whether or not it would be worth my time, and all praised The New Rules of the Job Search Game: Why Today's Manager's Hire . . . and Why They Don't:

0 of 0 people found the following review helpful. A close friend recommended that I read chapter 6 on how to prepare

...By CustomerI had very little time to prepare for a job interview. A close friend recommended that I read chapter 6 on how to prepare and conduct myself during a phone interview. The tips were exactly what I needed. The book was very easy to read, no fluff, just what I needed to know. I am happy to say that the interview went really well and we are moving forward in the process. Thank you for such a great resource!

The New Rules of the Job Search Game: Why Today's Managers Hire...and Why They Don't revised in 2016 gets the new rules back out there that still open doors to the competitive companies. This book will coach you well in why you still need to research companies to the point of becoming a prospective consultant to them and problem-solver for them before even your initial phone conversation with a recruiter. The authors take you inside the trends that still work even with the utilization of social media networking. They teach you step by step what to say and how to say it to prove that you, with your background tailored to fit the true needs and aims of the business before you, are the answer to company prayers. Study well the Focus Method developed by Jackie Larson and Cheri Comstock Hardman of FocusTech, Inc. headhunting company. Within these pages you'll see it works today just as it did when the original edition got on Good Morning America, CNBC, USA Today and The Wall Street Journal. Follow up with the collection of updated resources within. The New Rules of the Job Search Game will then make you a winning job search player one who is equipped as far as the strategies and tactics of the game and able to navigate its ins and outs.

About the Author Jackie Larson has been in the high level corporate world her entire career. She was a Fuqua Scholar at Duke University's Fuqua School of Business after earning a B.S. in Accounting and Finance from Virginia Tech. In college, she won the Phi Beta Kappa honor. After school, Jackie handled major accounts at Hewlett-Packard and earned accolades and awards there as a sales superstar year after year. With Cheri Comstock Hardman, she founded FocusTech, Inc. At Focus she dealt with the hiring needs of companies like Oracle, Veritas Software, Microstrategy, Netscape Communications, Silicon Graphics, Hewlett-Packard, EMC-2, E.piphany, and Parametric Technologies. For 14 years Larson has worked at SAS Institute both as a marketing manager and as a sales strategist. At SAS, Jackie deals with the firm's top ten customers including Citigroup, Bank of America, Ford, AMEX and HSBC. Jackie Larson knows the world of companies and the people they hire to find their success. Cheri Comstock Hardman has an entrepreneurial mind and great leadership and sales abilities. She knows how to encourage. Cheri was a major account team leader also at HP where she was a very high level producer. Then, she raised two girls while co-founding FocusTech, Inc, a headhunting company that grew in success and revenue from its beginnings in 1989. Cheri Hardman has traveled all over the world and is an ace networker. Her schooling at elite Middlebury and St. Olaf College prepared her well to circulate among top managers, CEOs, owners, and political leaders. She has helped many job seekers understand the inside track through The Focus Method detailed in her book. Cheri well understands what hiring managers want. That's why she imparts a tenacious approach to job seeking based on first becoming an expert on prospective companies. Cheri holds chairman and president of the board positions on a number of nonprofit and for profit boards.