



Offer Reconstruction: High Touch Recruiting Methods That Work When Nothing Else Will

By Barbara Goldman

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.SUCCESS SECRETS of a Real-Life HEADHUNTER You can get amazing results when you combine HIGH TECH with HIGH TOUCH in the high-stakes world of executive recruiting, or headhunting. Professional headhunter Barbara Goldman reveals all the inside secrets and tricks of the trade for anyone who wants to know how to recruit without selling and without stress Hard-won lessons - and real-life examples from decades of experience - are presented here in a thorough, logical process that takes you step-by-step through the delicate balancing act of hiring the people you want - when they don t want a new job! Offer Reconstruction. The real work starts when your candidate says no - and you need to reconstruct your offer in a way that s impossible to refuse. This book shows you how to turn a no into an enthusiastic yes - 50 of the time! Your negotiating skills - and results - will be elevated to a whole new level. You ll especially value the how to tips on uncovering and avoiding the silent sabotage of your best candidates,...

DOWNLOAD



READ ONLINE

[2.8 MB]

Reviews

This ebook is amazing. It can be rally interesting through looking at time. You may like how the author compose this ebook.

-- **Nikko Bashirian**

A fresh e book with a new viewpoint. It is among the most awesome ebook we have read through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Prof. Christelle Stark III**

Relevant PDFs



[The Mystery of God s Evidence They Don t Want You to Know of](#)

Createspace, United States, 2012. Paperback. Book Condition: New. 276 x 214 mm. Language: English . Brand New Book ***** Print on Demand *****.Save children s lives learn the discovery of God Can we discover God? What does science prove?Why we were never...



[The Wolf Who Wanted to Change His Color My Little Picture Book](#)

Auzou. Paperback. Book Condition: New. Eleonore Thuillier (illustrator). Paperback. 32 pages. Dimensions: 8.2in. x 8.2in. x 0.3in.Mr. Wolf is in a very bad mood. This morning, he does not like his color anymore!He really wants to try another one, just to see...



[Eat Your Green Beans, Now! Second Edition: Full-Color Illustrations. Adorable Rhyming Book for Ages 5-8. Bedtime Story for Boys and Girls.](#)

Createspace, United States, 2015. Paperback. Book Condition: New. Donnalee Grimsley (illustrator). 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Edition #2. Now available with full-color illustrations! JoJo is an active and happy 4-year old boy. 4-year...



[Eat Your Green Beans, Now!](#)

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.This is the original version with black-and-white illustrations. JoJo is an active and happy 4-year old boy. 4-year old boys...



[Weebies Family Halloween Night English Language: English Language British Full Colour](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Children s Weebies Family Halloween Night Book 20 starts to teach Pre-School and Junior Children how to read with this...



[13 Things Rich People Won t Tell You: 325+ Tried-And-True Secrets to Building Your Fortune No Matter What Your Salary \(Hardback\)](#)

Reader s Digest Association, United States, 2013. Hardback. Book Condition: New. 231 x 160 mm. Language: English . Brand New Book. Did you read about the janitor who donated million dollars to his local library? Do you ever watch in amazement...