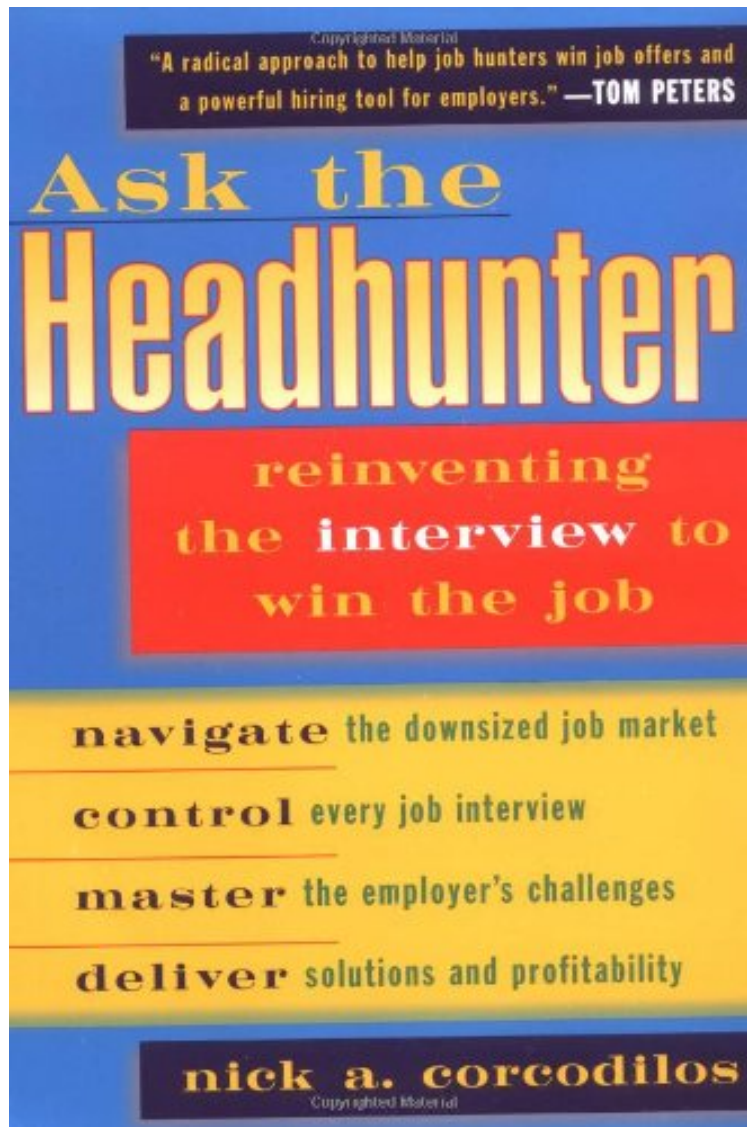


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Ask the Headhunter: Reinventing the Interview to Win the Job

Nick A. Corcodilos

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Nick A. Corcodilos : Ask the Headhunter: Reinventing the Interview to Win the Job before purchasing it in order to gage whether or not it would be worth my time, and all praised Ask the Headhunter: Reinventing the Interview to Win the Job:

13 of 13 people found the following review helpful. A Very Compelling And Focused Job-Search/Interview Tool By Steve Amoia The majority of career books advise you to send out dozens of resumes, take a passive role, and then practice hundreds of "tough questions" to win the job in the interview. Few books have ever discussed the real objectives of the hiring equation: Can an applicant do the actual job? How can this be determined during the

interviewing process? What is the best way for a candidate to demonstrate that they can do the actual job? Mr. Corcodilos has solved the equation with his focused and enlightening advice. Most of the techniques in this book are unconventional. But as the author stresses, being different works in the ruthless hiring game. The author forces you to examine yourself, focus your search, and concentrate on only a few jobs and companies. His most compelling advice is to do the job in the interview itself. Most of us have never been taught the importance of this simple yet powerful technique. "Do the job in the interview." It is the mantra of this book. It is rare for a headhunter to share the secrets of his success. But the author strongly believes in his philosophy, and graciously shares it with us. After reading this book, your perspective of the hiring process will be altered drastically. That alone might be the most salient feature of this tremendous work. The subjects discussed in this book will make you a more attractive candidate, along with a better interviewer. You will learn how to target your job search, and to focus on what you do best: your work. Regardless of which side of the desk you find yourself, this book should be required reading. As an applicant, you will learn strategies to make you stand out from the crowd. As an employer, you will learn to make more informed hiring decisions, and to reduce the chance of a costly mistake. This book is a powerful tool. Thank you for the opportunity to review this book.

0 of 0 people found the following review helpful. Common-Sense Approach To Job Hunting By MICHAEL L. OBRIEN "I enjoy the process far more than the proceeds, although I have learned to live with those also." - Billionaire investor Warren Buffett on the importance of loving the work you do. For many people, trying to come up with a satisfying job or career change is a source of deep frustration. Scores of potential job and career changers focus solely on hit-or-miss strategies, like sending countless resumes in response to help wanted advertisements. Alternatively, the job or career changer should do some research to arrive at something more meaningful and personally rewarding. In "Ask the Headhunter," Nick Corcodilos sets forth the premise that the job seeker should begin a job search by first determining precisely what work the employer needs done. The effect of intense research will empower the job seeker to take control, and show the employer in the interview that he or she can profitably "do the job." "Ask the Headhunter" provides the job seeker with a non-conventional - yet practical - approach to identifying the right job and employer. The next steps the job seeker takes are critical: These include researching an industry and company properly, building contacts and references to become an "insider" within a desired employer, and breaking the outdated rules of interviewing. An important concept, "The Power of the Four Questions" is stressed throughout the book. As Corcodilos says, "The four questions will reveal your knowledge, attitude, and ability regarding a specific job." With remarkable clarity and brevity, the book shows the job seeker how to win, receive, evaluate, and negotiate the best offer. Other personal preparation methods are also discussed. "Ask the Headhunter" provides real-life examples and worksheets to assist the job seeker make sense of his or her own particular situation. The book contains an easy to understand graphic presentation of the book's main steps to finding the right job. A pertinent summary of information sources and a recommended reading list are also helpful. The "Ask the Headhunter" author, Nick Corcodilos, is the president of Silicon Valley's North Bridge Group, Inc. an executive recruiting firm. (...)

"Ask the Headhunter" is relevant for readers from all career, income, and life stages - from the intern to the CEO. 0 of 0 people found the following review helpful. The difference between walking blind into an interview and landing the job you always wanted By J. Pizarro For the price of what you can get out of this quick read is really a "no brainer". Both my brother and I read the book before entering our main job interviews when we moved to Houston. The results speak for themselves, my brother landed a dream job, with a dream salary at Shell and I landed a job at TXU working for their sales and marketing team. After 5 years both me and my brother are still with our employers and have been promoted several times. I have even used it as a reverse psychology when interviewing new candidates for job opening so it works both ways. Really, for the price you can't go wrong but the gain potential is huge if you follow Nick's advice. Happy Hunting!

Offers detailed advice and insider tips for making it in today's new business world, the age of downsizing, by explaining how to interview properly and show off one's best skills in a short period of time in order to make an impression. Original."

From Library Journal Acknowledging that more and more people have been downsized or are dissatisfied with their current employment and are searching for guidance through resume and interview books, headhunter Corcodilos presents powerful reasons why the U.S. employment system fails to bring the right people together with the right jobs. That failure, he contends, leads companies to seek the services of headhunters. Based on the successful, highly compensated efforts of headhunters, Corcodilos's book provides effective methodology and techniques to help people locate jobs that are right for them and win job offers. Current information-gathering tools and strategies define the job needs of prospective employers and enable the job seeker to break through personnel department barriers. The author helps the reader focus on what the job search is all about: doing a job profitably for the employer. A good choice for public and academic libraries. ?Robert L. Balliot Jr., East Greenwich Free Lib., R.I. Copyright 1997 Reed Business Information, Inc. From Booklist Sadly, few of us possess the self-marketing skills and moxie necessary to catapult careers into the stratosphere. Yet, argues former headhunter Corcodilos, we all have within our grasp the ability to

demonstrate during interviews that we can do the job, which is the best way to win a job. Filled with boxed "sentences to remember" and a half dozen or so work sheets, this very unusual self-help, find-a-job tome repeats its messages many times, in many forms. What the author advocates, in short, is to solve the hiring manager's problem during interviews. That solution could be dramatically presented or based on interactive conversations; regardless of the vehicle, this strategy shows conclusively that the interviewee can do the job. And Corcodilos provides plenty of examples and scenarios to consider, all written with reverence and a great deal of respect for smart employers and smart candidates. Barbara Jacobs