



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,...



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