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Autore	Herrenkohl Eric <1967->
Titolo	How to hire A-players [[electronic resource]] : finding the top people for your team- even if you don't have a recruiting department / / Eric Herrenkohl
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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	How to Hire A-Players: Finding the Top People for Your Team-Even If You Don't Have a Recruiting Department; Contents; Acknowledgments; About the Author; Introduction: Where Do I Find Great People?; Chapter 1: The Value of A-Players; Chapter 2: Would You Know an A-Player if You Met One?; Chapter 3: Three Steps to Creating an A-Player Team; Chapter 4: Right under Your Nose: Leveraging People You Already Know; Chapter 5: Don't Just Sit There. Reach Out!; Chapter 6: Finding New Pools of A-Player Talent; Chapter 7: The Basics of Online Recruiting; Chapter 8: Using Recruiters Wisely Chapter 9: Interviewing and the Economic Value of Good Looks Chapter 10: Popping the Hood on Candidates Using Assessment Tools; Conclusion: Keeping the A-Players You Hire; Web Sites for Free Additional Resources; Notes; Index
Sommario/riassunto	How to find great employees, make great hires, and take your business to the next level. It is always easy to find people who want a job, but it's never easy to find and hire A-players. In How to Hire A-Players,

consultant Eric Herrenkohl shows owners, executives, and managers of small and medium-size businesses where and how to find A-player employees. It is these individuals who will help keep quality high and growth and profits strong. Herrenkohl explains how to use your existing marketing, sales, and networking efforts to find top candidates. He provides current examples

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