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| 1. Record Nr.           | UNISALENT0991003464679707536             |
| Autore                  | Houillon, Charles                        |
| Titolo                  | Embriologia dei vertebrati / C. Houillon |
| Pubbl/distr/stampa      | Milano : CEA, c1992                      |
| ISBN                    | 884080739X                               |
| Edizione                | [2. ed. italiana /]                      |
| Descrizione fisica      | xii, 253 p. : ill. ; 24 cm               |
| Altri autori (Persone)  | De Luca, E.                              |
| Disciplina              | 596.04                                   |
| Soggetti                | Vertebrate - Embryology                  |
| Lingua di pubblicazione | Italiano                                 |
| Formato                 | Materiale a stampa                       |
| Livello bibliografico   | Monografia                               |
| Note generali           | Orig. tit.: Sexualité Embryologie        |

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| 2. Record Nr.           | UNINA9910817810303321  |
| Autore                  | Coverdill James E.   |
| Titolo                  | High tech and high touch : headhunting, technology, and economic transformation / / James E. Coverdill and William Finlay  |
| Pubbl/distr/stampa      | Ithaca, New York ; ; London, [England] : , : Cornell University Press, , 2017<br>©2017   |
| ISBN                    | 1-5017-1400-7<br>1-5017-1399-X   |
| Descrizione fisica      | 1 online resource (x, 191 pages)   |
| Disciplina              | 658.31110973   |
| Soggetti                | Employees - Recruiting - United States<br>Executives - Recruiting - United States<br>Information technology - Economic aspects - United States<br>Social media - Economic aspects - United States  |
| Lingua di pubblicazione | Inglese  |
| Formato                 | Materiale a stampa   |
| Livello bibliografico   | Monografia   |
| Note generali           | Previously issued in print: 2017.  |
| Nota di bibliografia    | Includes bibliographical references and index.   |
| Nota di contenuto       | Frontmatter -- Contents -- Acknowledgments -- Introduction:<br>Headhunting in an Era of Digital and Economic Transformation -- 1<br>Getting Clients and Job Orders -- 2 Qualifying Clients and Job Orders<br>-- Seeking Information, Assessing Risk, and Allocating Effort -- 4<br>Evolution or Revolution? -- 5 Booms, Busts, and Changing Labor<br>Markets -- 6 Being a Headhunter -- Conclusion: What We Can Learn<br>from Headhunters -- References -- Index   |
| Sommario/riassunto      | In High Tech and High Touch, James E. Coverdill and William Finlay invite readers into the dynamic world of headhunters, personnel professionals who acquire talent for businesses and other organizations on a contingent-fee basis. In a high-tech world where social media platforms have simplified direct contact between employers and job seekers, Coverdill and Finlay acknowledge, it is relatively easy to find large numbers of apparently qualified candidates. However, the authors demonstrate that headhunters serve a valuable purpose in bringing high-touch search into the labor market: they help parties on both sides of the transaction to define their needs and |

articulate what they have to offer. As well as providing valuable information for sociologists and economists, High Tech and High Touch demonstrates how headhunters approach practical issues such as identifying and attracting candidates; how they solicit, secure, and evaluate search assignments from client companies; and how they strive to broker interactions between candidates and clients to maximize the likelihood that the right people land in the right jobs.

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