

New Secrets of a Corporate Head Hunter

Wareham, John

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New Secrets Of A Corporate Headhunter:

The New Secrets of a Corporate Headhunter John Wareham,1995 Updating the 1980 New York Times bestseller *Secrets of a Corporate Headhunter* this indispensable book provides a new set of shrewd surefire tactics for staying one step ahead in today's corporate jungle Brutally accurate Publishers Weekly [The New Secrets of a Corporate Headhunter](#) John Wareham,1994-01-01 Offers advice on how to cope with corporate downsizing stresses the importance of personal contacts and describes a variety of modern management styles [The Headhunting Business](#) Stephanie Jones,1989-10-16 The *Headhunting Business* is the first detailed investigation of executive search in Britain the recruitment of senior level businessmen and women by intermediaries acting on behalf of client companies popularly known as headhunters Sweeping aside the popular mythology surrounding headhunting this book analyses exactly how the business works in practice Dr Jones has interviewed hundreds of executive search consultants their clients and candidates producing an in depth anatomy of this vital business service now employed by up to 90 per cent of major British companies which hardly existed a decade ago Dr Jones argues that the top end of the market includes a number of high powered top quality creative consultants and reputable and highly professional firms offering a valuable resource to their clients The *Headhunting Business* looks at The Economics of Search The Emergence and Growth of the Headhunting Business The Nature of Headhunting in Britain in the 1980s Client and Candidate Experiences of Headhunting based on an extensive specially designed survey The Headhunting Process Three Headhunting Case Studies The Global Scene including a section on headhunting in Europe Headhunting in the Future with an appraisal of leading executive search firms in Britain and Hints on How to be Headhunted It also contains a glossary of jargon and common expressions in use in the headhunting world today and a detailed bibliography of books articles and relevant on line material [How to Make it Big as a Consultant](#) William A. Cohen,2009 Getting started in consulting can be a tricky prospect How much should you charge What type of language should exist in the contract How can you find clients Written by a veteran consultant with hundreds of consulting engagements to his credit *How to Make it Big as a Consultant* is filled with detailed advice on every aspect of starting up and maintaining a highly lucrative consulting career The book helps readers get a handle on the legal tax and insurance issues involved in setting up and running the business understand what clients really need create the structure for an assignment proposals pricing contracts scheduling market the business solve clients problems using the Harvard Case Study Method Completely updated and revised throughout the fourth edition features new chapters on developing strategies for clients leading consulting teams and more This trusted guidebook will help any aspiring reader become the kind of outstanding consultant that clients will turn to again and again [Executive Personnel](#) United States. Office of Personnel Management. Library,1981 *Deciding Who Leads* Joseph McCool,2008-04-15 McCool pulls reveals how senior management recruiters influence compensation workplace diversity organizational performance culture profits and the definition of leadership **Personnel Literature** ,1980 **Top Secret**

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