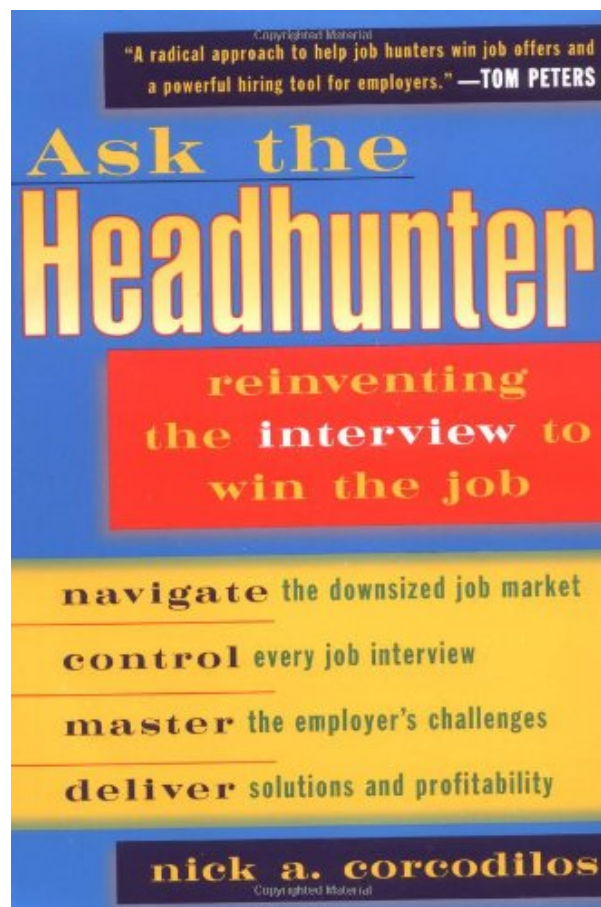
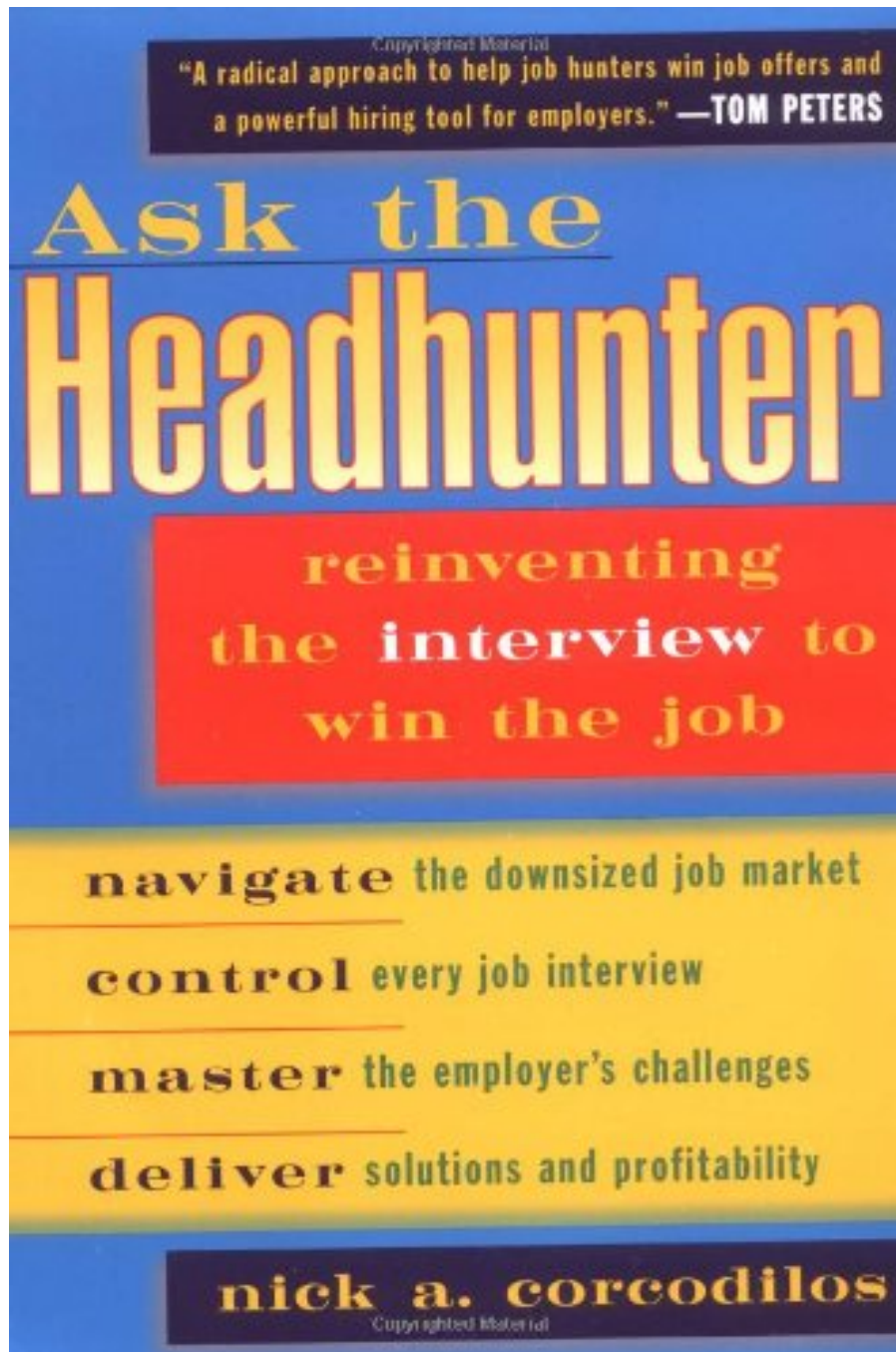


ASK THE HEADHUNTER: REINVENTING THE INTERVIEW TO WIN THE JOB BY NICK A. CORCODILOS



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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.

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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

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ASK THE HEADHUNTER: REINVENTING THE INTERVIEW TO WIN THE JOB BY NICK A. CORCODILOS PDF

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."

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Most helpful customer reviews

23 of 24 people found the following review helpful.

Do you want a **COMPETITIVE ADVANTAGE** in your next interview?

By A Customer

Nick Corcodilos, the author of 'Ask the Headhunter', has taken job hunting to the next level!

Maybe I'm totally naive when it comes to job hunting (well, at least not anymore), but this book changed my entire mindset on the conventional methods of seeking employment. To cut directly to the chase....

THE NEGATIVES:

- * Some of his writings get really redundant. He's trying to drive home a point, but too excessive.
- * His method could leave you spending weeks if not months preparing and researching information just for one company; Especially, if you are changing careers or a recent college graduate seeking employment in an industry you're totally unfamiliar with.

THE POSITIVES:

- * Easy to read. I like that!
- * Will this book help you get the job you are seeking? - Without reservation nor hesitation, if you follow the method Nick has outlined, your probability of success is greatly enhanced. The real question is 'how could you not?' (beware of personnel jockeys)
- * The 'added-value' to this book where the others leave off is simply the difference between SHOW & TELL in your 3rd grade elementary class (showing was always more interesting, huh?) Where the other books will TELL you how to get the job, Nick will SHOW you how to DEMONSTRATE your abilities to DO THE JOB in the interview.

Mark Fredricks

18 of 18 people found the following review helpful.
not for everyone -- and that's what makes it so good

By A Customer

Nick Corcodilos runs a website called "Ask the Headhunter." I have never encountered so much valuable advice dispensed without a fee.

In this book, Nick explains why the traditional job hunt almost never works. Then he outlines an absolutely brilliant method of breaking away from the Human Resources machine and separating yourself from the herd of "cows" looking for jobs.

Best of all, almost nobody is going to do it! It is far too different and requires too much work for most people. Which means the few of us who follow his advice have that much more of an advantage.

Old way: Scan the help wanted ads, the internet job sites, register with a recruiting agency. Send out dozens, maybe hundreds, of resumes. All of which gets you into the Personnel Department, where people who do not understand the work you do scan through a checklist and try to find reasons to disqualify you. Even when you find a job that fits you perfectly, now you are one of perhaps a hundred would-be applicants.

Nick's way: Do some in-depth research to discover the companies you'd like to work for. (His advice: "Don't look for a job, look for a company.") Then ask yourself how you might become an "insider." Do you know anybody who works there? Can you find out who their customers are? Their vendors? He offers various ways of getting an inside track to speak directly to the person you would be working for -- not someone in Human Resources. Then when you meet, do the job right then and there! Show them how you work, how you think.

I read this book last week, and followed its suggestions: I did a good deal of research on target companies over the weekend, arranged a personal referral to the hiring manager (not the personnel department) of one of them, and have an appointment scheduled for next Thursday. Having done my homework, I already know what problems the company is facing. When I get there, I'm going to steer the conversation toward that issue, and start working on that problem right then and there.

To this point, I am further along toward a job I really want with a company I REALLY want than I ever would have been the old way. All because of this book.

30 of 33 people found the following review helpful.

Job Hunting or Hiring: A Must Read!

By A Customer

As a Recruitment Professional, I can honestly say that this is the best guide for finding and getting the right job that I have ever read. Nick Corcodilos obviously knows his business and shares with the reader what hiring authorities really want from job candidates and what they are willing to give in return to the well-prepared and knowledgeable candidate. From personal experience, I received an offer of \$15,000 more than I was expecting just by using the book's techniques. As a Recruitment Specialist for many years, I thought I knew it all, but even I learned some effective new techniques for getting the right job from this book. If you are job seeking, buying this book will be the best investment in your career that you could make!

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