



100,000 Successful Hires- The Art, Science and Luck of Effective Hiring

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100,000 Successful Hires is a nuts-and-bolts primer for finding and hiring the best talent in the marketplace. After more than 60 years as the leading recruiting and placement firm in the Dallas-Ft. Worth market and beyond, the seasoned professionals at Babich & Associates/E. 57th Street Partners share their combined lessons learned from finding, interviewing, and placing over 100,000 candidates since 1952. The reader will quickly profit from their invaluable experience on how to discover and screen the best candidates, strategically and effectively interview, avoid the biggest interviewing and hiring mistakes, and compete for the best talent available. Chapters include: The Top Ten Mistakes Employers Make in the Hiring Process; Where to Find Good Candidates; Who Should Interview; Structured Interviews; Employment References; Why People Get Hired; The Myths of Hiring; Making Job Offers; Counteroffers; 'Til Their Butt's in the Chair; Firing Folks; Why People Leave Good Jobs; Project Staffing; and more. This book is a must-have for hiring managers who want to improve their team through more effective recruiting, more accurate candidate selection, and better retention of top performers.

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