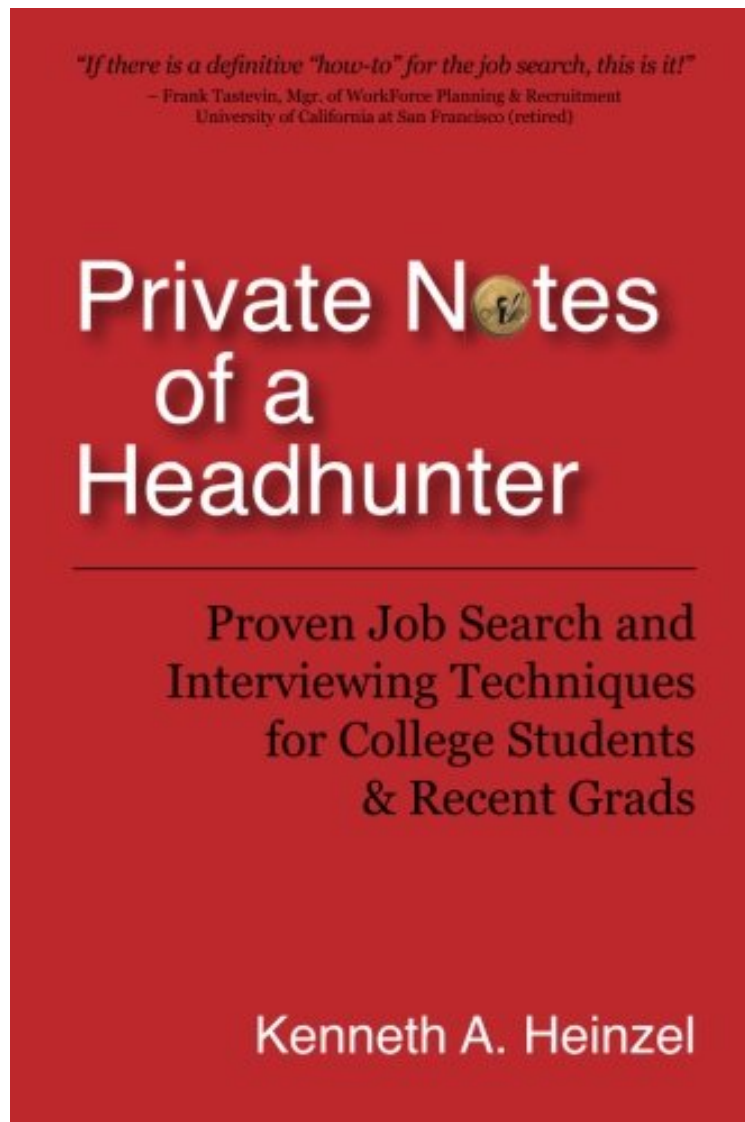


[Read and download] Private Notes of a Headhunter: Proven Job Search and Interviewing Techniques for College Students and Recent Grads

Private Notes of a Headhunter: Proven Job Search and Interviewing Techniques for College Students and Recent Grads

Kenneth A Heinzl

**Download PDF | ePub | DOC | audiobook | ebooks*



 Download

 Read Online

#715400 in Books Kenneth A Heinzl 2013-01-29Original language:EnglishPDF # 1 9.00 x .51 x 6.00l, .68
#File Name: 0988493608204 pagesPrivate Notes of a Headhunter | File size: 59.Mb

Kenneth A Heinzl : Private Notes of a Headhunter: Proven Job Search and Interviewing Techniques for College Students and Recent Grads before purchasing it in order to gage whether or not it would be worth my time, and all praised Private Notes of a Headhunter: Proven Job Search and Interviewing Techniques for College Students and Recent Grads:

0 of 0 people found the following review helpful. I thought the book was useful. By Ali Julia This book is written by a professional executive recruiter. The book starts with the answers to a survey on what concerns people most about the interview process. The concerns range from nervousness of sounding like a dummy to what to do when you don't know the answer to a question to what questions to ask the interviewer. I thought it was an effective way to get right to the heart of the matter. Then the book goes over the job search, getting the interview, preparing for the interview, the interview process itself, and what to do after the interview. I found the chapter of "what if" very useful. It discusses how best to approach various situations, such as if you are looking for a job after a lay off, if feel things are going badly during the interview, if the interviewer is done by a committee, and so forth. I thought the book was useful. Ali Julia review 6 of 6 people found the following review helpful. One of the best career and job-search books By Eric Wentworth I read this book (as the Kindle edition) as part of my own research into the subject of careers and job-search for a book I am writing. It's full of great information, well presented, and from a very credible source. I've read more than 150 career books, so I feel I have some context to recommend it highly. I'm also married to a top executive recruiter, so I have first-hand (or close to it) knowledge of that industry...and everything Heinzl says rings true. 0 of 0 people found the following review helpful. So what, in the end, is a PVP? By kkallas I would like to give this book 3.5 stars, but since this is not an option, I'll round it up. As many other reviewers have said, the book has lots of good, practical advice that comes from first-hand experience in the hiring business. However, my complaint and reason why the book does not earn 5 stars, is it's organization and the exposition of the item "personal value proposition." On organization: for some reason not clear at all, the checklist for getting ready for an interview appears in the middle of book. Because of that, in that middle chapter, many references are made to the items that have not been discussed yet. That's rather confusing and makes one flip back and forth in the book. With respect to "personal value proposition (PVP)": somewhat surprisingly, given the importance that the author attributes to the concept, he never provides an example of one! PVP is defined through a mixture of such concepts as "attributes," "strengths," "benefits," and "results" As all of those concepts are in bold in the book, I'll assume the author deems all of them to be distinct things, and does so for a reason. However, he leaves it to the reader to figure out how exactly and in what do these concepts differ. So, for example, the "important" attributes are considered "strengths," and "results" are called the "best strengths" that one has. He does provide a number of examples of how to state one's benefits, and, I believe, an example of a "benefit statement." Are those the same as PVP? Then why muddle it with new phrases? Interestingly enough, in Appendix E, the author references a seminar participant who has asked the author to bring an example as to how one's strengths can be explained in terms of benefits to a company. The author directs the reader back to the section where PVP is (insufficiently) explained.

College students and recent grads: Want to nail the interview and get the job of your dreams? Read on. What you will learn in *Private Notes of a Headhunter* is as important as any course you've taken or will ever take: insider tips, tools and techniques tailored expressly to your needs information that will help give you an edge in one of the most challenging job search environments in many years. Explore the foremost fears college students have about job interviewing, and learn how to overcome them (read the questions and concerns of your peers in their own words in the Student Question Forum section). Learn what employers most want in a job seeker and how to convince them you have it. Learn how to avoid the most common mistakes candidates make in the job interview. Get a look inside the job interviewers head: what turns them on, what turns them off, and what you can do about it (check out the Job Fair Survey section to read what actual interviewers and company recruiters have to say). Develop a personal action plan for successful job interviews that fits you and the job you want. Increase your chances of beating your competition by using proven interviewing techniques unknown to most job seekers. Ken Heinzl provides an excellent look at many of the most important aspects of the job search, from the very basics to using sophisticated skills to advance one's career. I wish I had this book years back, as it would have been a great resource when I was a job developer, placement manager, workforce planning and recruitment manager, and of course as a job seeker. Considering the current job search situation today, this will be a bible for many. Frank Tastevin, Manager of Workforce Planning Recruitment, University of California at San Francisco (retired) What Ken Heinzl offers, and what I have not found in any other book, is a demystification and deconstruction of the job interview seen from the vantage point of an executive recruiter who was also a college professor. It provides a wealth of information on just what to do to get and succeed in the interview as well as the biggest mistakes students tend to make in interviewing and how to avoid them. What really brings the book alive are Ken's real-life examples, most drawn from his own extensive experience. For the first-time job seeker it deals with the pitfalls, fears, and self-doubts, while sharing advice on just what they must do in order to overcome any obstacles. Robert H. Girling, Ph.D., Professor in the School of Business and Economics at Sonoma State University. His latest book is *The Good Company* (Hill Press, 2012). A very practical, hands-on guide to help you land a job that matches your interests and strengths. A must-read for recent college grads and those finding themselves back in the marketplace after being with one employer for a long time. *Private Notes of a Headhunter* is an easy read and packed with a lot of great information. I value the direct, no bull approach to the subject, the real-life examples and wealth of experience Ken Heinzl provides Very impressive! Clyde Stutts, Ph.D, Executive Vice

President, DHR International Executive Recruiters

About the AuthorKen Heinzels unique student-centered approach to the job search process and interviewing is the culmination of 33 years of experience as a professional headhunter, business executive, and university instructor. The strategies and exercises he has developed and honed over the years have been successfully implemented by students and job-seekers just like you. These techniques work because they are based on real people, real experiences. And they will work for you in making the all-important transition from college student to career professional.