

(Free) TKO Hiring!: Ten Knockout Strategies for Recruiting, Interviewing, and Hiring Great People

TKO Hiring!: Ten Knockout Strategies for Recruiting, Interviewing, and Hiring Great People

Dave Anderson

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Dave Anderson : TKO Hiring!: Ten Knockout Strategies for Recruiting, Interviewing, and Hiring Great People before purchasing it in order to gauge whether or not it would be worth my time, and all praised TKO Hiring!: Ten Knockout Strategies for Recruiting, Interviewing, and Hiring Great People:

1 of 1 people found the following review helpful. Insightful and direct to the point By Marco A R Botelho I bought this book after being at one of Dave's workshops. I enjoyed the direct language, examples from real life (mostly from Dave's experience as former executive or consultant), and some very insightful ideas and best practices on the

recruiting theme. The only downside I see with these kind of books is that they are fundamentally based on the author's own experience, not using any source of structured research nor any other scientific procedures to back up the propositions. Other than this, it's a great reading for people who, like me, are in search of fresh ideas to further testing and adoption. 0 of 0 people found the following review helpful. Quick delivery Great book, I bought By John Sinclair Quick delivery Great book, I bought 21 of 1 people found the following review helpful. Recruiters should read this book! By RD In his not-so-politically-correct book *TKO HIRING - Ten Knockout Strategies for Recruiting, Interviewing and Hiring Great People*, Dave Anderson of *Learn to Lead* smacks some recruiting basics with simplicity and candor. Dave comes from the retail auto dealership world and brings a refreshing, straight-line perspective to the recruiting subject. Well written. To the point. Clear, basic, and confrontational. Uniquely presented and unstuffed. Don't buy this book if you're looking for the defining treatise on talent acquisition strategy and tactic. This is a basic book aimed at hiring managers stuck in a sloppy, bad-hire rut with the resulting poor performance and turnover. It's a slap (or punch, as the theme may suggest) in the face with inalterable hiring success basics. In summary, I think this is a good first level primer for executive leaders, hiring managers and recruiters alike. Especially for those who hire salespeople. I recommend that recruiters read it and remember the advice to hiring managers.

Practical business guides that pull no punches Dave Anderson's *TKO* series presents no-nonsense, down-in-the-trenches management strategies that work in the real world of business. Each of the three informative books in this series offers easy-to-follow, step-by-step guidance on developing the specific skills great managers need. These quick and to-the-point guides feature detailed techniques and effective strategies presented in user-friendly chapters that are packed with checklists, examples, and practical resources. In each book, readers will find real-world advice in a fast and powerful format that includes: * Words of Wisdom or "Right Hook Rules"-bite-sized memorable quotes * Case Studies or "Opening Bell" Stories-real-life business lessons * Effective Strategies or "Left Hook Laws"-all-meat, no-fat business strategies * Incisive or "Standard Eight Count" Questions-insightful inquiries that prompt the reader to action Quick or "Knockout" Summaries-bullet points that sum-up each chapter and offer easy reference Dave Anderson (Agoura Hills, CA) has led some of the nation's most successful car dealerships and is President of Dave Anderson's *Learn to Lead* and *LearnToLead.com*, a Web site that provides free training resources to thousands of people in more than 40 countries. He is also the author of the Wiley books *If You Don't Make Waves You'll Drown* (0-471-72503-X), *Up Your Business!* (0-471-44546-0), and *How to Deal with Difficult Customers* (0-470-04547-7).

From the Back Cover In a cutthroat world, doing the basics of business well means the difference between winning and losing. Dave Anderson's *TKO* Series gives you the practical, high-impact strategies you need to build a business that can put the competition down for the count. *TKO Hiring!* presents no-nonsense, tough-as-nails management practices for hiring top-quality people for any and every position. Packed with easy-to-follow, step-by-step guidance, *TKO Hiring!* will train you in the right skills and the most effective tactics to ensure a great hire every time. This straightforward guide gives you all the tools to punch above your weight, including checklists, examples, and practical resources you won't find anywhere else. Get down to business with ten short chapters on: Becoming a proactive recruiter Performing better, more rigorous interviews Effectively checking references Starting new hires off on the right foot Developing new hires into top-notch leaders and performers Retaining great hires once you find them Give the competition your best shot; with Dave Anderson's *TKO Hiring!* About the Author Dave Anderson has led some of the nation's most successful car dealerships and is President of Dave Anderson's *Learn to Lead* and *LearnToLead.com*, a Web site that provides free training resources to thousands of people in more than forty countries. He is also the author of *If You Don't Make Waves, You'll Drown*; *Up Your Business!*; and *How to Deal with Difficult Customers*, all from Wiley.