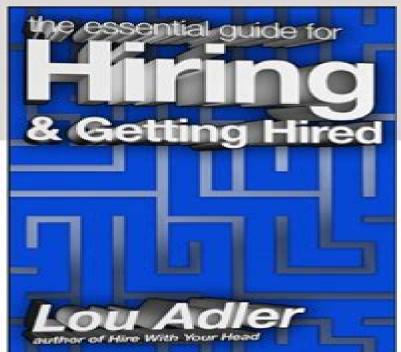
The Essential Guide for Hiring & Getting Hired

by Lou Adler

Introduction & Organization of the Book

I we been in the recruiting industry for almost 35 years and counting. Before that, I had a pretty good run at two major Fortune 500 companies. Over the years I learned some big lessons and some great tactics about hiring top talent. All of the best ones are included here, or by reference to my earlier book, Hire With Your Head (©2007. Third Edition. John Wiley and Sons, Inc.). Hire With Your Head was written for hiring managers and recruiters with the focus on finding great candidates, interviewing and assessing them, and negotiating offers on fair and equitable terms. This book has been written for anyone involved in any aspect of the hiring process. This



includes candidates, people who aren't looking but will be or should be, anyone who needs to interview anyone else, and of course hiring managers, recruiters, and company

ABOUT LOU ADLER



Lou Adler is the president of The Adler Group, an international training and consulting firm helping companies implement Performance-based Hiring. He is the Amazon best-celler author of Hire With Your Head (John Wiley & Sons, 3rd Edition, 2007), the Nightingsle-Conant audio program Talent Ruled Using Performance-based Hiring to Hire Top Talent (2007) and The Essential Guide for Hiring & Getting Hired (Workbench Media, 2013). Adler is a noted recruiting industry expert, international speaker, and columnist for a number of major recruiting and HR organization sites including SHRM, HRPA, SMA, ERE, Linkedin, Kennedy Information and HR.com. He holds an MBA from UCLA and a BS in Engineering from Clarkon University.

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