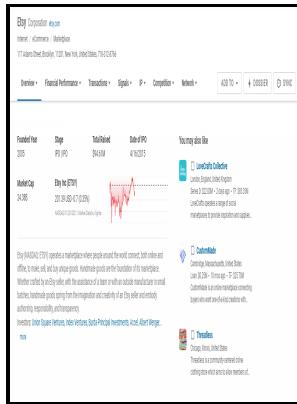


Successful acquisition of unquoted companies - a practical guide

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Notes: Includes index.

This edition was published in 1986



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When it comes to corporate recruiting, vendors can play an important role in the process, specifically the search and attraction phase.

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This means that the organization will only retain people who are congruent with the characteristics and makeup of the organization. Campus recruitment is a clear example of this strategy. Based on the vacancy intake, the selection criteria and method are determined.

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