[GET] Who: The A Method for Hiring

THE A METHOD FOR HIRING

"Knowing what to do is not the major challenge faced by executives—
finding who to do it is! Great advice for a talent-hungry world."
—MARSHALL GOLDSMITH, New York Times bestselling author of
What Got You Here Won't Get You There

Who

GEOFF SMART AND RANDY STREET
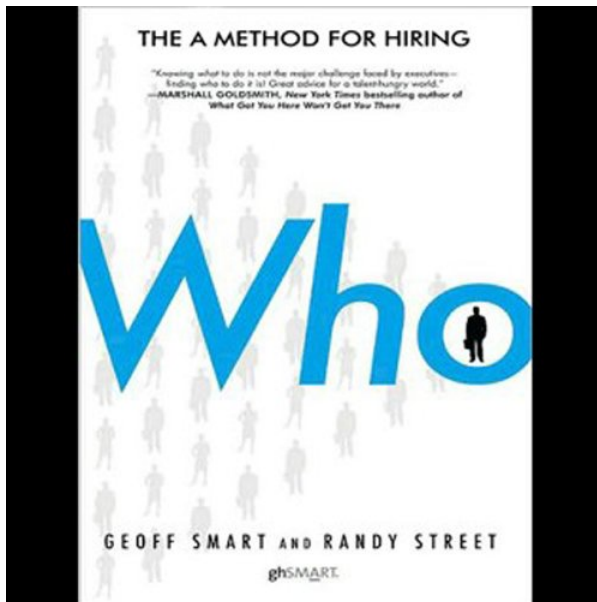
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It's happened to the best of us. You have a job opening to fill. You interview a range of qualified candidates and hire the best of the bunch-or so you think. You soon realize that the person who seemed like a perfect fit during the interview doesn't have what it takes to do the job. In Who, Geoff Smart and Randy Street, of the management consulting firm ghSmart, combine their experiences training thousands of managers and executives with the most revealing and comprehensive research ever on the subject of how to hire successfully, as well as advice and stories from more than twenty billionaires and sixty CEOs. The result is a simple, four-step method for hiring with confidence, designed for everyone from the CEO on down. Who shows you how to avoid the most common pitfalls of hiring, how to identify "A Players"-people who can perform their job better than 90 percent of the candidates in their field-and how to make sure the best candidate will be excited to join your organization. Hiring is every bit as important an element of successful business as other key principles, such as leadership and strategy. Who should be required listening for anyone in a management position.

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