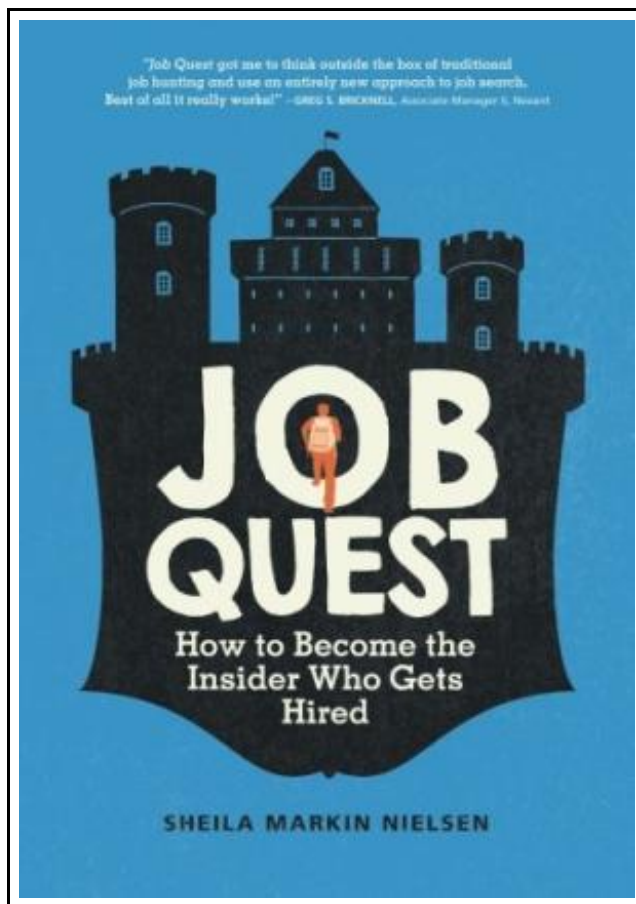


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Nielsen Career Press, United States, 2015. Paperback. Book Condition: New. 214 x 149 mm. Language: English . Brand New Book ***** Print on Demand *****.In her book *Job Quest: How to Become the Insider Who Gets Hired*, Sheila Markin Nielsen spells out what so many of us already suspected, that people with personal connections, the insiders, have a tremendous advantage when it comes to landing jobs. It's not that daddy pulls the strings. Instead, it is a personal relationship that the job seeker has created with someone known and trusted by the workplace that opens the doors. In this book she tells everyone how to develop the insider advantage for their job searches through a process of rapid relationship and trust building. Ms. Nielsen illuminates the often murky experience that is a relationship-building job search by breaking the process down into a series of concrete, easy-to-follow steps. She uses a game approach and an analogy to a medieval quest to help the reader understand what to look for and how to move forward in the search. She explains what luck has to do with it (and how to create your own), how to prepare for the quest, how to get around the resume-blocking gatekeepers (the dragons who guard the hiring managers), how to find key people to connect with (your knights and wizards), what to say once you connect with them, how to continue building your connections, how to interview, when to start using the word job, when to go for the close, and how to give back to your connections. She also provides a summary of the four overarching quest concepts, the common pitfalls, a narrative of a successful quest, and appendices with exercises to support the quest. Her advice is direct, practical, and wise, based on over...

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