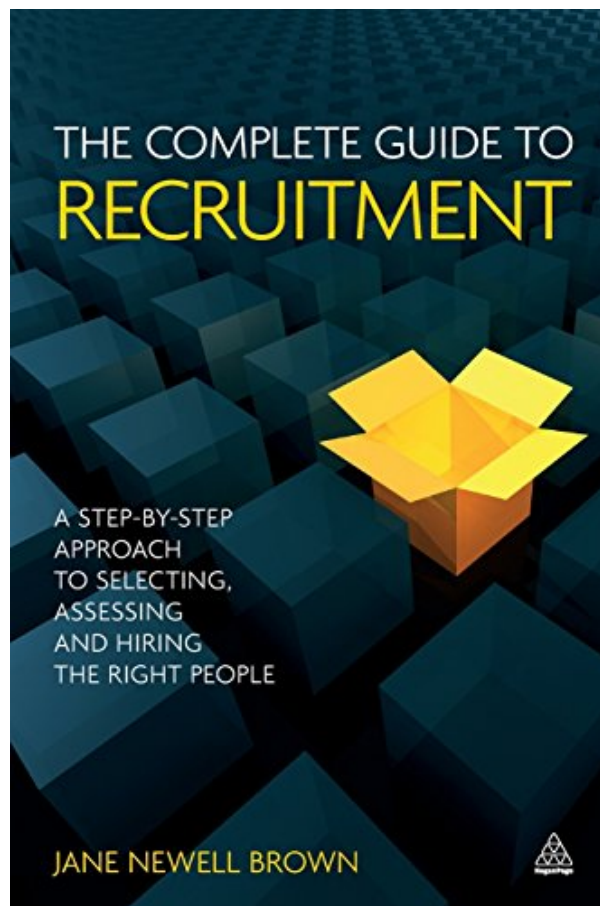
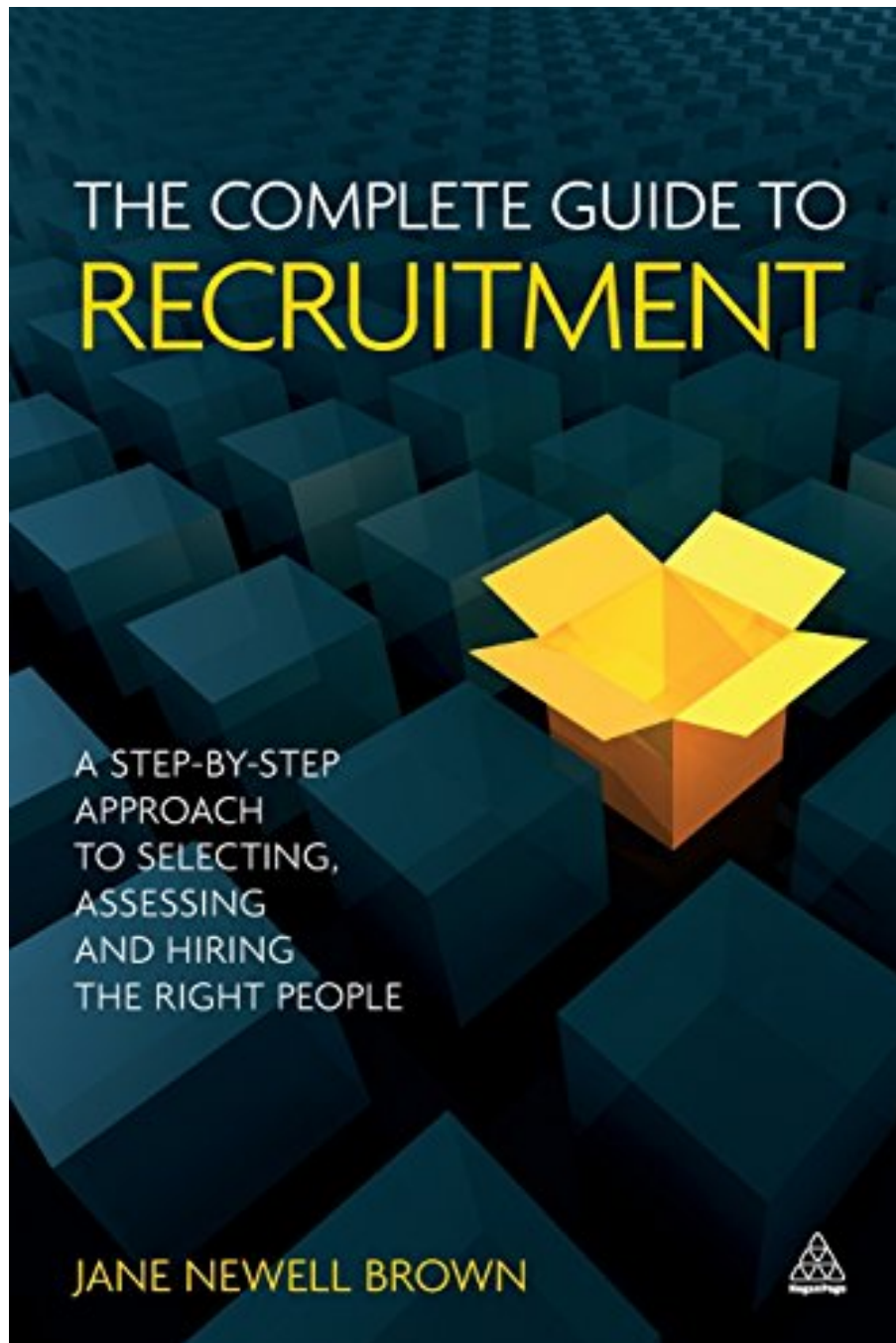


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"This solid primer on recruitment features nearly all you need to know about the subject. ...getAbstract finds its resource materials and principles useful for anyone who is new to recruiting and hiring, though the book also contains some tips for established HR professionals and for managers." --getAbstract

"Hawkins provides a guide for team coaches and leaders to tools and techniques that facilitate effective leadership team performance. After detailing the key elements of a high-performance leadership team, he describes the five disciplines of team performance; the newcraft of team coaching; how the relationship of the coach and the team develops through stages; ways of coaching each of the disciplines; other types of teams, such as management, project, virtual, international, customer or client account teams, and the board; and finding, selecting, assessing, working with, training, developing, and supervising coaches." --Book News Inc.

"[S]hows companies how to approach recruiting to get the results they need. Anyone involved in recruiting activities will gain insights from this book." --EBSCO Business Book Summaries

About the Author

Jane Newell Brown has worked in the recruitment industry for 25 years. She is a consultant who advises clients on recruitment strategy, and she is also a co-author of *The Professional Recruiter's Handbook*, published by Kogan Page.

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- designing the contract of employment
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