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based hiring is hiring based on what the candidate needs to do to be successful in the job, versus relying on what the candidate has in terms of their qualifications.

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If you want to be intelligently staffed, you have to hire with your head. Seize control of your talent supply chain, just as you have with other critical resources. That means you need the kind of

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systematic approach Lou Adler offers in this book. Throughout most of the industrial era and until recently,...

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Teams, Lou Adler (2007) provided sound advice on attract- ing and hiring the top job candidates. Inter- viewers frequently focus on the candidate's quali- fications and interview skills rather than the job requirements.

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Use the (first) interview to collect information, not to make a decision. Hiring great people is the single most important thing you can do to ensure your own success. Use standard search-engine techniques to allow top people to quickly find their open positions. Your openings are prominently featured on the first page of your corporate website.

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## **Hire With Your Head - by Lou Adler | Derek Sivers**

Hire with Your Head Updated with new case studies and more coverage of the impact and importance of the Internet in the hiring process, this indispensable guide has shown tens of thousands of managers and human resources



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professionals how to find the perfect candidate for any position.

### **Hire With Your Head (□□)**

Hire with Your Head is the POWER approach to hiring effective employees and is destined to become the people's choice!" -Alfred Osborne, PhD, Director, The Harold Price Center for

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Entrepreneurial Studies, The Anderson School at UCLA" Lou Adler's insights regarding focusing on results and measuring objectives instead of emotions is invaluable.

## **Hire with Your Head : Using Power Hiring to Build Great ...**

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judging more accurately who fits the bill  
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Managers and the interview team make an objective decision and avoid the costly mistakes of a bad hire.

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