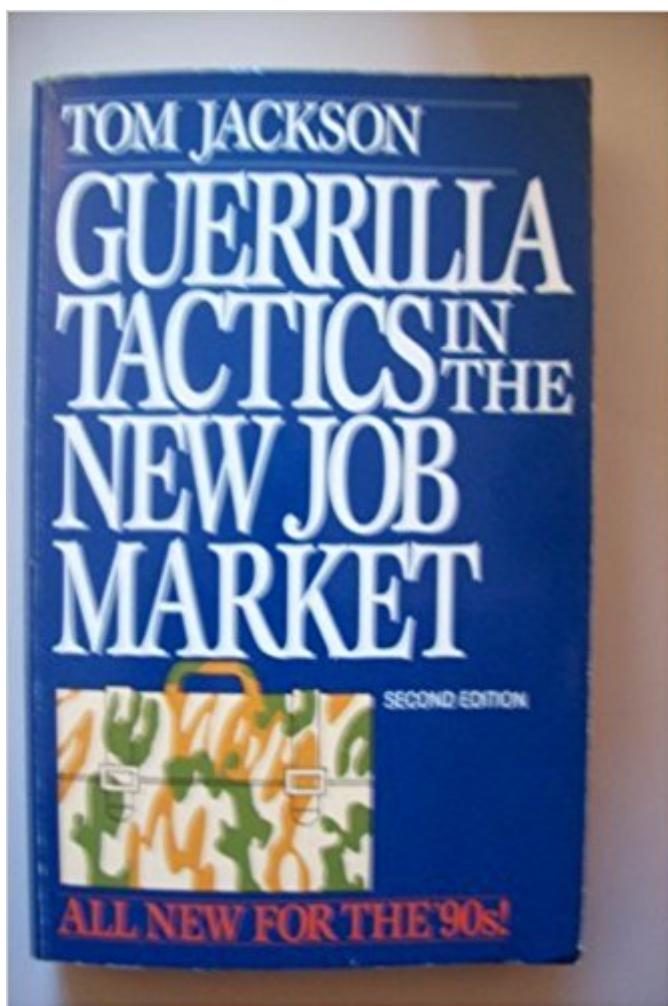


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Guerrilla Tactics For The New Job Market (Bantam Business Books)



Synopsis

A step-by-step guide to finding fulfillment in a job shows readers how to match job targets with personal interests, prepare résumés, change jobs and profit from the move, network, negotiate salaries, and more. Reprint. --This text refers to an out of print or unavailable edition of this title.

Book Information

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Customer Reviews

This book is the best book I have ever read on the skill of job hunting and ever since I bought my first copy, I have passed on copies to friends and family and students. Jackson describes how to decide which job family suits you best, how to write an effective resume, how to gain access to the hidden job market, and even how to get a job in a given number of days. One of the keys to his formula is in identifying a company's needs. Most job hunters fail to think in these terms and often try to convince prospective employers that they either need the job or that they would be good at the job. Jackson describes the real key to successful job-hunting as communicating how you can improve sales, or communication, or productivity, or many other ways that communicate your value to an employer. I bought my first GUERRILLA TACTICS book in 1980, attracted by the title. Since then, as I have mentioned, I have found it to be a life-affirming resource, putting people together with the jobs that will give them the greatest satisfaction. Personally, I credit it with helping me to find some of the most interesting work I've have picked up, including free lance adventure writing assignments, and even my current position as an English professor in Tokyo. Jackson's writing is

lucid and clear and he includes self-help tactics that require the reader to take actions, such as calling a potential employer for information about a company or industry. This kind of call is difficult for anyone at the best of times, but after doing it and activities like it, you are tremendously empowered. I cannot recommend a book more highly! It should have become the bible of job seekers.

Item came as promised and in a timely fashion.

I used this book to land my first job out of college in 1987 and have revisited its principles time and time again. I have also probably given away at least 10 copies to friends and family that are looking for a job or considering making a career move. This is literally the best book on resume preparation and job hunting I've ever come across. It's amazing to me that it is no longer in print. Tom Jackson - If you're out there, you may want to do some updates on the internet, but the basic principles are all the same - do your research, write engaging cover letters, tailor your resumes to the job you are looking for, and you're in for a lot of rejections so be prepared to get the "no's" out of the way so that you can get to "yes" and the job you want. One other thing, which is excellent advice - you generally aren't going to find your job in the newspaper or on [...]. You're going to find it by deciding on what job you want, targeting companies in that business, and being persistent.

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