

DON'T MAKE THESE HIRING MISTAKES!!!

Everyone makes mistakes. Some learn from their mistakes while others seem destined to repeat their errors. As HR professionals quickly discover, you must hire well if you are to effectively compete in today's talent driven economy. Hiring mistakes are not only costly, they are simply bad decisions for everyone involved, including your most productive personnel. Ask the wrong questions, conduct superficial background checks, and make quick decisions and you may weaken your organization. Hire right and you'll build a strong, competitive, and energetic organization for years to come.

101 Hiring Mistakes Employers Make ...and How to Avoid Them is the first book to catalog the major hiring mistakes organizations make as well as outline key lessons to be learned from each mistake. Based on interviews with human resource professionals, the book reveals the top reasons for hiring mistakes:

- ✓ Time pressures
- ✓ Lack of empathy for candidates
- ✓ Poor use of staff
- ✓ Flawed interviewing
- ✓ Inadequate reference checks
- ✓ Inappropriate offer letters
- ✓ Disparate staffing perceptions
- ✓ Over-reliance on technology
- ✓ Making HR solely responsible for hiring

Here's the book all employers need to read and re-read as they assess their current HR practices. Identifying more than 101 hiring mistakes—from asking the wrong questions to failing to verify credentials—the book is filled with revealing tips on what it really takes to hire the best employees. Don't even call that next candidate or think about extending an offer before reviewing the many useful tips on screening candidates!

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Careers/Business

\$14.95

ISBN 1-57023-329-X



Cover design by Barry Littmann