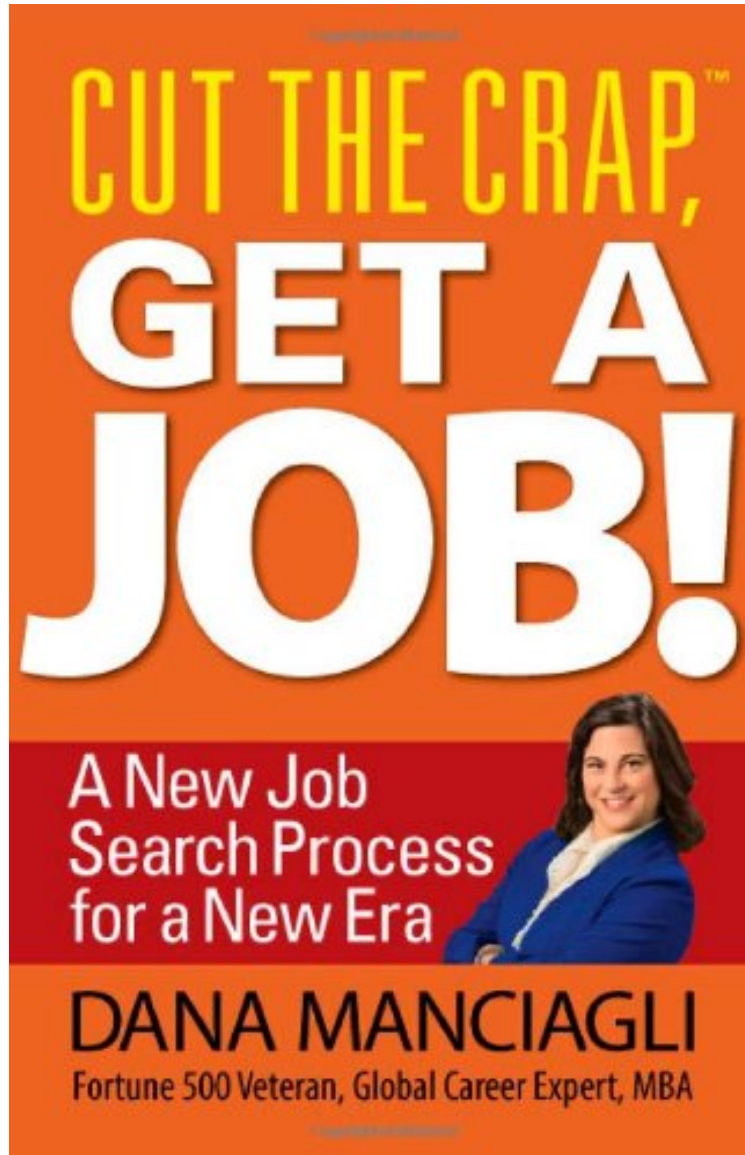


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Cut the Crap, Get a Job! a New Job Search Process for a New Era

Dana Manciangli

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Dana Manciangli : Cut the Crap, Get a Job! a New Job Search Process for a New Era before purchasing it in order to gage whether or not it would be worth my time, and all praised Cut the Crap, Get a Job! a New Job Search Process for a New Era:

24 of 24 people found the following review helpful. Save Your Money: This Is The Only Book You Will Ever NeedBy SCorscaddenHaving been a corporate exec for more than 15 years, I've sourced candidates, written numerous job descriptions, interviewed, hired, trained, coached, mentored, fired and switched companies myself as well. From

that perspective, this is the BEST book I've read on how to win your next job. Why? In the simplest sense, it's short, colloquially written and thus very easy to read. If your confidence is shot, you also don't have to slog through numerous stories that make you feel as though everyone out there is doing things better than you. The steps are clear, examples are numerous, and most importantly the info is CURRENT. The author also personally supplies all the tools you need or gives clear material references. "Cut the Crap" is a perfect mix of timeless, tried-and-true advice (organization, time management, networking, using proper writing skills, sending thank you notes...) alongside the necessary technology techniques needed to ensure you are firing on all cylinders. The core message isn't unique: you get out what you put in. But how to effectively exert effort is a whole new ball game these days- and this book packages it up to you with a bow on top. 17 of 17 people found the following review helpful. What are you waiting for? By Frank Maynard First, I commend Dana for choosing a no-nonsense title for her book. If "Cut the Crap" doesn't get your attention and spark some serious motivation, you're not actually serious about what you're doing. Second, I appreciate the direct approach she takes with her readers. It, too, is no-nonsense. The organization and presentation of this book really could not be better. As far as learning what you need to know about getting a job, changing careers, or upgrading your job status, it gets no easier than this. (The material presented in this book is incredibly simple, every bit of it based on real-world experience. Putting it to use in an organized, systematic way will require hard work on your part.) The beauty of this book lies in its simplicity. Within each chapter Dana presents readers with one or more challenges, solutions to those challenges, mistakes to avoid, helpful tips, excuses to rid yourself of and homework assignments. She's also included Web links where one can download a boatload of helpful items such as planning tools, goal-setting exercises, examples of job descriptions, networking plans, tracking tools, etc. Everything here is presented in -- and can easily be followed in -- step-by-step fashion. No bold brushstrokes...this is more paint-by-number with precision. This book so resonated with me that I recommend it to clients (I'm a career transition coach) and I use it as a resource in my own practice. And, as an added bonus, I attended a workshop of Dana's in downtown Seattle yesterday and came away with at least nine tips that will be of great help to me (phone etiquette, e-mail etiquette, networking not for a job but for prospective clients, and some new ways of tapping into social media). My best advice: Get the book. Read it once for informational purposes. Read it again with highlighter in hand. Go to work on each step in each chapter. Download the electronic resources and make the very best use of them. Don't freak out. Be courageous. Be persistent. Also, if you have the chance to attend one of Dana's workshops or see her speak, don't think twice. Just do it. 20 of 20 people found the following review helpful. a must read for anyone thinking about their career By celiawu This book is not just for job seekers, it is applicable to those at the start of their career, thinking of making a change, or thinking of advancement. Of course, it's got really useful and practical advice to help a person in their job search, but I found Dana's perspectives to be inspiring. Her book motivates people around job searching and career change; there is a lot of discipline around job searching, but it can also be a positive time for self-discovery, and even having some fun out of the process. I found Dana's perspective refreshing, effective, and directed towards real results.

Cut the Crap, Get a Job! A New Job Search Process for a New Era is a revolutionary job search book that takes an insightful approach to help everyone from college graduates to senior executives make their next career moves in the 21st century. You'll learn an effective approach to the latest employment practices and brand new, proprietary techniques for career development. In addition, you will get access to free downloadable tools to manage your personal job search. What is unique and powerful about Cut the Crap, Get a Job? * It's simple - it breaks the end-to-end job search into bite-sized pieces, including solutions and homework assignments to coach you through every step. * It's written from the perspective of a veteran hiring manager with experience in Fortune 500 corporations as well as fast growing start-ups. * It provides all the technology-based tools you need to go from starting your search to winning the job. * It challenges tired, old practices and teaches innovative techniques that will show you what it takes to stand out as the best candidate being interviewed. If you're ready to get serious and make your next career move, don't wait another moment-read this book today! Dana Manciangli was a corporate executive for more than 30 years and has leveraged her employee hiring and management experience into that of author, blogger, keynote speaker, career coach and career expert. Dana has had a remarkable career in global sales and marketing roles in Fortune 500 corporations (Microsoft, Kodak, IBM and more). She was named a top "Women of Influence" in Seattle, and is on the Worldwide Board of Junior Achievement. She is also a breast cancer survivor and received her MBA at the Thunderbird School of Global Management in Arizona. Visit Dana's website at DanaManciangli.com. "Dana Manciangli's book is very important especially during this time of global economic recovery." -Stedman Graham, Author, Speaker, Entrepreneur "If I were looking for work, I'd have a dog eared copy on my desk, highlighted and underlined. Excellent resource!" - Joshua Waldman, author of Job Searching with Social Media For Dummies "I highly recommend you invest the time in yourself to read it - because you're worth it." -David Perry, co-author of Guerrilla Marketing for Job Hunters 3.0

Dana Manciangli's book is very important especially during this time of global economic recovery. She is preparing people for employment! Great job! ---Stedman Graham, Author, Speaker, Entrepreneur ...If I were looking for work, I'd

have a dog eared copy on my desk, highlighted and underlined. Excellent resource!--Joshua Waldman, Author of Job Searching with Social Media For Dummies and The Social Media Job Search Workbook Welcome to the new reality! Cut the Crap, Get a Job! is a welcome slap in the face to conventional job search "wisdom". Dana shows you how to embrace your talents, understand your talents and land a job you'll like. I highly recommend you invest the time in yourself to read it - because you're worth it. --David Perry, Co-author of Guerrilla Marketing for Job Hunters 3.0 Dana Manciangli has created a candid, comprehensive guide to landing the right job the right way. Cut the Crap, Get a Job! is a goldmine of innovative strategies and practical advice, backed by solid research. A brilliant and generous gift to job-seekers everywhere, from college students to senior executives! --Ford R. Myers, Author of Get The Job You Want, Even When No One's Hiring Dana Manciangli's book on job search is concise, practical and ground-breaking. Her no-nonsense approach elevates the job search game to a whole new level. She methodically provides a fresh and perceptive insight that changes the rules of traditional job hunting techniques. Her book is an extremely valuable tool in today's competitive job market where new tools need to be used to accelerate job offers. --Joe Carroll, SPHR, CMF, Author of How To Get a Great Job in 90 Days or Less Dana talks straight and lays out what you need to know to effectively manage a modern job search. Make no mistake, today's career transition requires a different set of skills and tools. If you want to acquire them, you need this book! --Bud Clarkson, Author of Job Search Strategies: Get a Good Job Even in a Bad Economy From the Author My inspiration for "Cut the Crap, Get a Job!" came from years of helping job seekers throughout my career and a passion to help thousands more worldwide. We are facing a crisis in this country, as well as globally so any bit we each can do can help. The college debt crisis, military returning from serving our country, promotion slow-down and many more challenges are going to hurt our next generations' futures if we don't do something now. I retired from 30 years working for corporations to help full-time. Speaking, consulting and authoring are my passions, specifically for the career category of need. Thank you for visiting, Dana Manciangli About the Author Dana Manciangli, called "a combination of Jillian Michaels and Suze Orman for careers," has been a corporate executive for more than 30 years and has leveraged her employee hiring and management experience into that of author, blogger, keynote speaker, career coach, and global career expert. She is the author of "Cut the Crap, Get a Job! A New Job Search Process for a New Era". Dana has had a remarkable career in global sales and marketing roles in Fortune 500 corporations. Recently retired from a decade's tenure at Microsoft as worldwide sales general manager, Dana previously worked for Kodak as VP of worldwide marketing and climbed the corporate career ladder through Sea-Land, Avery Dennison, and IBM. She also helped grow a fast-growing technology start-up from early stage to IPO and sale of the company. Dana has coached, interviewed, and hired thousands of job seekers. As a result, she has developed a proprietary job search and networking process. Her ideas and techniques are proven to be as effective for college graduates as for senior executives. Dana has presented her concept at hundreds of career-centric and corporate events and is a prolific writer on the subject. She is a sought-after speaker and a regular contributor to print and online publications. Named a top "Women of Influence" in Seattle, Dana lives and works in Puget Sound where she serves on the Worldwide Board of Junior Achievement. She is also a breast cancer survivor, received her MBA at the Thunderbird School of Global Management in Arizona, and speaks fluent Spanish. Dana shares here life with Mathis, is immensely proud of her two grown sons, Shane and Chad, and loves to golf and travel the world.