



Match: A Systematic, Sane Process for Hiring the Right Person Every Time

Dan Erling

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Hire the right person-every time!

Why is it that so many companies accept mediocre hiring results as the norm? The answer is simple. It doesn't occur to them that, in fact, there is a process that virtually guarantees hiring the right person every time. To repeat: there is a process that virtually guarantees hiring the right person every time. That's what *MATCH* is about.

Based on author Dan Erling's experience with best practices from over a thousand companies, *MATCH* gives you a rock solid, practical process for hiring.

- *MATCH* takes you step-by-step through the lifecycle of hiring, from developing a job description through interviewing and making the decision, to negotiating salary and onboarding the new hire
- Applicable tools, stories, and foolproof techniques are woven throughout to insure your mission critical objective is accomplished
- The author is well-known in the hiring and recruiting industry

With *MATCH*, your hiring team will develop a systematic process that fits with the company's overall mission, giving your company the people it needs to succeed every time!

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