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# Hire With Your Head Using Performance Based Hiring To Build Great Teams Lou Adler

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How Leading Companies Win by Hiring, Coaching and Keeping the Best People  
A Systematic, Sane Process for Hiring the Right Person Every Time  
Heiress for Hire  
Taking Control of the Customer Conversation  
Using Performance-Based Hiring to Build Outstanding Diverse Teams  
Power Score  
The Illustrated History of the Monterey International Pop Festival  
Your Guide to Getting Your Business Book Ghostwritten, Published and Launched  
The High Potential's Advantage  
Top of Mind: Use Content to Unleash Your Influence and Engage Those Who Matter To You  
The Coding Manual for Qualitative Researchers  
Your Complete Guide to Finding, Hiring, and Retaining Household Help  
Match  
The Customer Success Professional's Handbook  
Hiring Greatness  
Hire With Your Head  
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How to Become a Technical Recruiter  
Where, When, and how to Find the Right People Every Time  
The Holloway Guide to Technical Recruiting and Hiring  
How to Recruit Your Dream Team and Crush the Competition  
How to Thrive in One of the World's Fastest Growing Careers--While Driving Growth For Your Company  
A Novel  
Hiring for Attitude: A Revolutionary Approach to Recruiting and Selecting People with Both Tremendous Skills and Superb Attitude  
Next Job, Best Job  
Outsource Your Book  
The A Method for Hiring  
Hire With Your Head  
Code That Fits in Your Head  
How to Hire a Nanny  
101 Strategies for Recruiting Success  
The Making of a Manager  
Hire with Your Head  
Who  
How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest of Your Life at Work  
The Essential Guide for Hiring and Getting Hired  
Smart Strategies for Finding the Perfect Candidate  
A Perfect Haze

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## KIMBERLY CARNEY

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### **How Leading Companies Win by Hiring, Coaching and Keeping the Best People** Penguin

A practical, expert-reviewed guide to growing software engineering teams effectively, written by and for hiring managers, recruiters, interviewers, and candidates.

**A Systematic, Sane Process for Hiring the Right Person Every Time** Simon and Schuster  
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!

*Heiress for Hire* John Wiley & Sons

The first major rock music festival and the precursor to Woodstock, the Monterey International Pop Festival was an unprecedented gathering of pop, soul, jazz, and folk artists who took the stage one luminous weekend during the "Summer of Love." On the 16th, 17th, and 18th of June, 1967, the sleepy California coastal community of Monterey played host to the now-legendary concert. In its aftermath, the world of popular culture was transformed forever. The '60s were now upon us with a soundtrack, a style, and a political and social sensibility all its own. *A Perfect Haze* is the official history of this glorious festival. With the endorsement and support of producer Lou Adler and the Monterey International Pop Festival Foundation, the sights and sounds of the festival come to life in this extravagant compilation of photography, memorabilia, and first-hand accounts by musicians, fans, crew members, and others who attended the concert. To read its pages is to step back in time to the moment of rock's big bang, when Jimi Hendrix, the Who, Otis Redding, Ravi Shankar, Janis Joplin, the Grateful Dead, Jefferson Airplane, the Byrds, Buffalo Springfield, and dozens more set the stage on fire—both metaphorically and, in one iconic instance, literally! Dozens of musicians and others associated with the festival have been interviewed exclusively for the book, including Pete Townshend, Roger Daltrey, Bob Weir, Ravi Shankar, D. A. Pennebaker, Andrew Loog Oldham, Steve Cropper, Booker T. Jones, and Al Kooper, as well as members of Jefferson Airplane, the Association, Moby Grape, and Canned Heat. *A Perfect Haze* is packed with hundreds of photographs taken both in front of the stage and behind the scenes, including works by such notable artists as Henry Diltz, Elaine Mayes, and Nurit Wilde. Festival programs, posters, advertisements, album covers, and other

ephemera—most of which has never been seen before—are also included, provided by Lou Adler, the festival's nonprofit foundation, collectors, participants, and fans who attended the event. Even more than Woodstock, the Monterey International Pop Festival was the epicenter of a youthquake whose aftershocks continue to reverberate throughout our 21st-century culture. *A Perfect Haze* evokes this magic event in all its kaleidoscopic glory.

*Taking Control of the Customer Conversation* On a Whim

The Second Edition of Johnny Saldaña's international bestseller provides an in-depth guide to the multiple approaches available for coding qualitative data. Fully up to date, it includes new chapters, more coding techniques and an additional glossary. Clear, practical and authoritative, the book: - describes how coding initiates qualitative data analysis -demonstrates the writing of analytic memos -discusses available analytic software -suggests how best to use *The Coding Manual for Qualitative Researchers* for particular studies. In total, 32 coding methods are profiled that can be applied to a range of research genres from grounded theory to phenomenology to narrative inquiry. For each approach, Saldaña discusses the method's origins, a description of the method, practical applications, and a clearly illustrated example with analytic follow-up. A unique and invaluable reference for students, teachers, and practitioners of qualitative inquiry, this book is essential reading across the social sciences.

*Using Performance-Based Hiring to Build Outstanding Diverse Teams* Santa Monica Press

Find the right candidate for the job every time Adler's insightful new POWER hiring methods enable managers to attract, assess, and recruit the best candidates through the integration of online tools and offline behavior modifications. New information on hiring and the Internet, diversity, and legal compliance issues is included.

*Power Score* Ballantine Books

In this stunning series debut from New York Times bestselling author Madeline Hunter, a duke's mysterious bequest brings fortune—and passion—to three young women . . . Minerva Hepplewhite has learned the hard way how to take care of herself. When an intruder breaks into her home, she doesn't swoon or simper. Instead she wallops the rogue over the head and ties him up—only to realize he is Chase Radnor, the man who nearly got her convicted of her late husband's murder. Now he's insisting that Minerva has inherited a fortune from his uncle, a wealthy Duke. Only one thing could surprise her more: her sudden attraction to this exasperating man . . . Chase can't decide whether Minerva is a wronged woman or a femme fatale. Either way, he's intrigued. Since the scandal surrounding her husband's death, she has set up a discreet detective business to rival Chase's own. She may be the perfect person to help him uncover the truth about his uncle's demise. But as proximity gives way to mutual seduction, Chase realizes he craves a much deeper alliance . . . Madeline Hunter's novels are: "Brilliant, compelling. . . . An excellent read." --The Washington Post "Mesmerizing." —Publishers Weekly "Pure passion." —Booklist Visit us at [www.kensingtonbooks.com](http://www.kensingtonbooks.com)

**The Illustrated History of the Monterey International Pop Festival** Random House Digital, Inc.

*Hire With Your Head Using Performance-Based Hiring to Build Great Teams* John Wiley & Sons

### Zebra Books

Provides leaders with a simple strategy to improve the performance of their teams through the calculating of "priorities," "who" and "relationships" and by increasing that total, realize more value, impact, earnings and overall success.

*Your Guide to Getting Your Business Book Ghostwritten, Published and Launched* Citadel Press

\* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. By reading this summary, you will learn how to recruit the most competent and motivated people to work in your company. You will also learn that : half of all hires are disappointing because recruiters don't know how to objectively evaluate candidates; a good interview is not synonymous with job performance. The best people are not always the ones you think they are; to attract the best, it is more important to offer them serious career prospects than a good salary; by recruiting on performance alone, you will develop growth and diversity within your company. The key to success for any company is to recruit the best performing employees. Current recruiting methods do not meet this objective: they are too expeditious and not objective enough. Lou Adler, a professional headhunter for the largest American companies, offers you an efficient and systematic method: performance-based hiring process. This method involves, among other things, distributing an attractive job ad, knowing how to conduct an objective interview, and evaluating candidates according to a unique performance grid. So are you ready to get rid of your preconceived ideas and bad recruitment habits? \*Buy now the summary of this book for the modest price of a cup of coffee!

### *The High Potential's Advantage* Penguin

Introducing the POWER Staffing System(TM), an innovative approach that addresses the problems and inconsistencies typically involved in the hiring process, this indispensable new resource shows you how to use reason -not emotion-to make smart employment decisions. "The POWER approach to hiring detailed in this book is a pragmatic, performance-oriented process that will be invaluable for future searches." -Denny Brown, President, Clarkson University "Lou Adler brings a results and performance focus clearly into the hiring process and has produced a useful and practical guide that will help entrepreneurs and managers alike avoid costly people mistakes. Hire with Your Head is the POWER approach to hiring effective employees and is destined to become the people's choice!" -Dr. Alfred Osborne, Director, The Harold Price Center for Entrepreneurial Studies, The Anderson School at UCLA "Lou Adler's insights regarding focusing on results and measuring objectives instead of emotions is invaluable. A must read for every manager committed to hiring the best." -Louise Wannier, President and Founder, Enfish Technology, Inc. "A primary issue facing all our CEO members is the finding and retaining of excellent key people. The hiring effort needs serious attention and Lou Adler's strategies and techniques are systematic and effective. His approach has helped many of our members." -Bill Williams, President, TEC (an international organization of CEOs) "There is nothing more important to your success than hiring great people. Nothing." -from Hire with Your Head When it comes to hiring, particularly in today's competitive business arena, it's important to remember that you're only as strong as your weakest link. As such, it's crucial you avoid recruiting "links" that may adversely affect your organization in any way. Though there aren't any foolproof methods of knowing exactly how job candidates will work out, there are precautionary

measures you can take to eliminate from your list those who definitely won't. Written by veteran headhunter Lou Adler, this unique resource arms you with the tools necessary to sidestep potentially costly mistakes by judging more accurately who fits the bill-and who doesn't Most managers understand the importance of hiring wisely, but many fail to do so, falling into the all-too-common trap of choosing prospective employees based solely on gut reaction. As Adler points out, this strategy, while occasionally productive, is often ineffectual: "First impressions based on emotions, biases, chemistry, personality, and stereotyping cause more hiring mistakes than any other single factor." The key to dodging this pitfall is to use reason-not emotion-to guide your hiring decisions. In this invaluable new guide, Adler illustrates how to Hire with Your Head, showing you how to focus more on candidate performance, and less on your own impulses. Covering the fundamentals of sound hiring, including proper interviewing and assessment techniques, he introduces his groundbreaking POWER Staffing System(TM), an innovative method developed to address all of the problems and inconsistencies typically involved in the hiring process. Based on Adler's extensive experience as both a headhunter and an executive-level manager, this practical and easy-to-follow approach consists of five distinct steps: \* Performance-based job descriptions-defining superior performance \* Objective evaluations-conduct a complete objective assessment with only four questions \* Well-developed sourcing plans-you need to see top people to hire top people \* Emotional control-overcoming emotional reactions and remaining objective \* Recruiting effectiveness-negotiating and closing an offer on your terms. Packed with a wealth of invaluable tips and helpful exercises, as well as useful checklists and revealing benchmarks, Hire with Your Head is an indispensable, hands-on guide every manager can use to attain hiring success.

### **Top of Mind: Use Content to Unleash Your Influence and Engage Those Who Matter To You** McGraw Hill Professional

A former FBI agent shares his simple but powerful toolkit for assessing who you can trust--and who you can't. After two decades as a behavior analyst in the FBI, Robin Dreeke knows a thing or two about sizing people up. He's navigated complex situations that range from handling Russian spies to navigating the internal politics at the Bureau. Through that experience, he was forced to develop a knack for reading people--their intentions, their capabilities, their desires and their fears. Dreeke's first book, *It's Not All About "Me,"* has become a cult favorite with readers seeking to build quick rapport with others. His last book, *The Code of Trust*, was about how to inspire trust in others as a leader. In *Sizing People Up*, Dreeke shares his simple, six-step system that helps you predict anyone's future behavior based on their words, goals, patterns of action, and the situation at hand. Predicting the behavior of others is an urgent need for anyone whose work involves relationships with others, whether it's leading an organization, collaborating with a teammate, or closing a sale. But predictability is not as simple as good and evil, or truth and fiction. Allies might make a promise with every intention of keeping it, not realizing that they will be unable to do so due to some personal shortcoming. And those seeking to thwart your endeavor may not realize how reliable their malevolent tells have become. Dreeke's system is simple, but powerful. For instance, a colleague might have a strong moral code, but do they believe your relationship will be long-term? Even the most upstanding person can betray your trust if they don't see themselves tied to you or your desired result in the long term. How can you determine whether someone has both the skill and will

to do what they've said they're going to do? Behaviors as subtle as how they take notes will reveal their reliability. Using this book as their manual, readers will be able to quickly and easily determine who they can trust and who they can't; who is likely to deliver on promises and who will disappoint; and when a person is vested in your success vs when they are actively plotting your demise. With this knowledge they can confidently embark on anything from a business venture to a romantic relationship to a covert operation without the stress of the unknown.

**The Coding Manual for Qualitative Researchers** John Wiley & Sons

A game-changing framework for staying top of mind with your audience—from the No. 1 company dominating content marketing What do many successful businesses and leaders have in common? They're the first names that come to mind when people think about their particular industries. How do you achieve this level of trust that influences people to think of you in the right way at the right time? By developing habits and strategies that focus on engaging your audience, creating meaningful relationships, and delivering value consistently, day in and day out. It's the winning approach John Hall used to build Influence & Co. into one of "America's Most Promising Companies," according to Forbes. In this step-by-step guide, he shows you how to use content to keep your brand front and center in the minds of decision makers who matter. He reveals: • how consumer needs and expectations have changed and what this shift means for you • how to build a helpful, authentic, and consistent brand that serves others just as well as it serves you • proven methods for using digital content to enrich your target audience's lives in ways that build real, lasting trust Whether you're a marketing leader engaging an audience of potential customers, a business leader looking to humanize your company brand, or an industry up-and-comer seeking to build influence, maintaining a prominent spot in your audience's minds will increase the likelihood that the moment they need to make a choice, you'll be the first one they call. There's no better way to drive opportunities that result in increased revenue and growth. Business is never "just" business. It's always about relationships. It's always about a human connection. When you're viewed as a valuable, trustworthy partner, the opportunities are endless. Position yourself for success by establishing and developing content-driven relationships that keep you and your brand Top of Mind. *Your Complete Guide to Finding, Hiring, and Retaining Household Help* Shortcut Edition

Rated as a Superior Business Book by getAbstract. There are four qualities that you must hire because you cannot teach. This book guides the reader through a simple process that will help hiring and HR professional identify and hire these essential qualities. The new chapters in this second edition challenge the status quo when it comes to onboarding new employees and how to create and maintain a successful culture. See why some of industry's finest leaders say Hire on a WHIM is a must read. Hiring is one of the most important decisions you will ever make because new hires are the lifeblood and future of your organization. Whether you are hiring an administrative assistant or the next CEO, a Millennial or Gen-Xer, WHIM will help you get it right. Readers will evaluate resumes in a whole new way and use the WHIM TimeLine to add a whole new dimension to the interview process. For hiring managers who recruit on campus, WHIM's contributing author Director of Career Services, Jim Thrasher, provides employers with a roadmap for building a winning relationship with colleges and universities. Learn to partner and maximize your time with the Career Services department, making your visits on campus more profitable. Hire on a WHIM will give job

seekers an advantage and confidence when preparing for an interview. After reading WHIM, they will understand why interviewers ask the questions they do and what they are looking and listening for. By understanding the four qualities that hiring managers are seeking, they will be able to present their experiences and traits in the most favorable light. This is an important resource for anyone looking to make a career change, seeking their first job, or in transition. Hire on a WHIM lays the foundation for a fast moving, high impact training course designed to help companies find talent, reduce hiring mistakes, and increase retention, engagement, and job satisfaction. To learn more about the WHIM revolution, visit [www.WHIMUniversity.com](http://www.WHIMUniversity.com)

**Match** SAGE

Clear Your Head Trash is your essential road map to confront and conquer the fears, stresses and anxieties that prevent you from thinking clearly, doing your best and living with confidence. The Head Trash Clearance Method will help you to reclaim your headspace so that you can enjoy your life and work. Includes bonus online materials!

**The Customer Success Professional's Handbook** Amacom Books

Do you want to get your book out without lifting a finger? Outsource Your Book shares the secrets of a USA Today and Wall Street Journal bestselling author on how to hire experts to write, publish, and launch your bestseller. Warning: reading this book and following the advice within can result in having your name on a bestselling book and on top of the charts! Discover the 17 steps (known only by bestselling authors) to going from a book idea to a six-figure funnel including: how to position your book so that it's a bestseller - you have to do this before it's written; where to hire a pro to craft a clever book outline; how to hire the right interviewer who can get your ideas out of your head; how to turn your ideas into a masterfully crafted manuscript; the three different types of editing, and which ones you need; how and where to hire for the interior layout and formatting of your book; where to hire a designer for an attention-grabbing cover, and why the right cover can make or break your book sales; how to optimize your book for online sales so that it pops up on top of any search results; where to find the pros to launch your book to bestseller status, and to reach libraries and foreign markets; and much more! Outsource Your Book answers the following question: How do I turn my business book idea into a bestseller by hiring out? Scroll up to grab your copy now and discover the 17 steps to becoming an authority, building credibility, preparing for a consultancy, and leaving a legacy. Your book awaits you!

**Hiring Greatness** W. W. Norton & Company

The latest title in Addison Wesley's world-renowned Robert C. Martin Series on better software development, Code That Fits in Your Head offers indispensable practical advice for writing code at a sustainable pace, and controlling the complexity that causes too many software projects to spin out of control. Reflecting decades of experience consulting on software projects and helping development teams succeed, Mark Seemann shares proven practices and heuristics, supported by realistic advice. His guidance ranges from checklists to teamwork, encapsulation to decomposition, API design to unit testing and troubleshooting. Throughout, Seemann illuminates his insights with up-to-date code examples drawn from a start to finish sample project. Seemann's examples are written in C#, and designed to be clear and useful to every object-oriented enterprise developer, whether they use C#, Java, or another language. Code That Fits in Your Head is accompanied by the

complete code base for this sample application, organized in a Git repository to facilitate further exploration of details that don't fit in the text.

*Hire With Your Head* John Wiley & Sons

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 professionals how to find the perfect candidate for any position. Lou Adler's Performance-based Hiring is more powerful than ever! "We have chosen Performance-based Hiring because it's a comprehensive process, it's behaviorally grounded, managers and recruiters find it easy to use, and it works." -Marshall Utterson, Director Staffing, AIG Enterprise Services, LLC "Everyone's looking for the perfect means to make effective hiring decisions. A trained interviewer armed with the right tools is the best solution. Performance-based Hiring is a proven methodology to get these results." -John Ganley, Vice President and Chief Talent Officer, Quest Software "Any staffing director that doesn't send all of their people through Performance-based Hiring training is missing out on top talent, plain and simple. This should be the standard throughout the industry." -Dan Hilbert, Recruiting Manager, Valero Energy Corporation "Performance-based Hiring has been the most successful recruitment tool that we have added to our organization over the past few years. In fact, these tools have not only produced amazing outcomes in terms of selecting the best fit in an extremely tight labor market-but with a level of success among our operations customers that I have rarely seen with other HR products." -Trudy Knoepke-Campbell, Director, Workforce Planning, HealthEast(r) Care System

*Hire With Your Head* Hire With Your Head Using Performance-Based Hiring to Build Great Teams Recruiting on the Web is the most comprehensive and advanced guide to Internet recruiting available anywhere. It explains the best practices, creative ideas and recruiting tools used by the most forward-looking companies and professional recruiters to lower their recruiting costs, slash cycle time, and hire the very best candidates via the Web. Recruiting on the Web will help recruiters

and Human Resources professionals plan a Web-based recruiting campaign to quickly fill a position with the right candidate. It will also help managers, executives, and small-business owners save thousands of dollars in advertising costs by taking charge of their own hiring process, using the power of the Web. Readers will learn to: Organize inexpensive but highly effective job posting campaigns Select, evaluate and post to the best niche job boards Work more successfully with Monster.com, HotJobs, CareerBuilder Find candidates hidden in companies, universities, and organizations Build a recruiting Web site Find great diversity candidates using the Web Build a Web-based employee referral system Build a Web-based college recruiting plan And much more

**How to Become a Technical Recruiter** Sourcebooks, Inc.

Well known technology executive and angel investor Elad Gil has worked with high growth tech companies like Airbnb, Twitter, Google, Instacart, Coinbase, Stripe, and Square as they've grown from small companies into global brands. Across all of these break-out companies, a set of common patterns has evolved into a repeatable playbook that Gil has codified in High Growth Handbook. Covering key topics including the role of the CEO, managing your board, recruiting and managing an executive team, M&A, IPOs and late stage funding rounds, and interspersed with over a dozen interviews with some of the biggest names in Silicon Valley including Reid Hoffman (LinkedIn), Marc Andreessen (Andreessen Horowitz), and Aaron Levie (Box), High Growth Handbook presents crystal clear guidance for navigating the most complex challenges that confront leaders and operators in high-growth startups. In what Reid Hoffman, cofounder of LinkedIn and co-author of the #1 NYT bestsellers The Alliance and The Startup of You calls "a trenchant guide," High Growth Handbook is the playbook for turning a startup into a unicorn.

**Where, When, and how to Find the Right People Every Time** Leaders Press

A manager's guide to hiring the right employees introduces the practical and effective A Method for Hiring, which draws on the expertise of hundreds of high-level executives to present a simple, easy-to-follow program to guarantee hiring success. 50,000 first printing.

Best Sellers - Books :

- [You Will Own Nothing: Your War With A New Financial World Order And How To Fight Back By Carol Roth](#)
- [The Housemaid's Secret: A Totally Gripping Psychological Thriller With A Shocking Twist](#)
- [Ugly Love: A Novel By Colleen Hoover](#)
- [The Going To Bed Book](#)
- [A Court Of Silver Flames \(a Court Of Thorns And Roses, 5\) By Sarah J. Maas](#)
- [Girl In Pieces By Kathleen Glasgow](#)
- [Twisted Games \(twisted, 2\)](#)
- [Dog Man: Twenty Thousand Fleas Under The Sea: A Graphic Novel \(dog Man #11\): From The Creator Of Captain Underpants By Dav Pilkey](#)
- [Icebreaker: A Novel \(the Maple Hills Series\) By Hannah Grace](#)
- [Fast Like A Girl: A Woman's Guide To Using The Healing Power Of Fasting To Burn Fat, Boost Energy, And Balance Hormones By Dr. Mindy Pelz](#)