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If you're disregarding or underutilizing the social and emotional aspects of sales, your customers might be switching out to the competitors.

Jobs-To-Be-Done Theory: Understand Your Customers Better

Though she isn't located in what's considered a traditional acting town, young actor Gabbie Briella

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uses Backstage to stay connected to the industry—and to book jobs, of course. Wherever you are, ...

How to Book Acting Jobs With Backstage, Even in a Tiny Town

Master illustrator and puzzle virtuoso Gergely Dudás (aka The Dudolf) is back with another seek-and-find challenge.

Can You Find The Cherry With No Worm In This Tricky Puzzle?

Meet the Baltimore area's leading voices in business, activism, research and more. Look for the 25 Women to

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Watch in a special magazine supplement in some editions of The Sun on Sunday, Oct. 24. The ...

The Baltimore Sun's 25 Women to Watch 2021: Best in advocacy, business and health

There are a lot of reasons for them to consider leaving. A strong labor market is pushing up wages and benefits, and companies are offering additional perks to attract new talent. Some workers may be ...

5 Reasons Not to Quit Your Job (Yet)

How secure is your job in a world of artificial

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intelligence? Technology is putting many careers on the endangered list, but some jobs just can't be done by bots.

Ditch Your Dying Career for a Dirty Job Instead

The COVID-19 pandemic disrupted life—and work—as we know it. Employers across the globe quickly shifted their business models and workplace practices to account for the restrictions and challenges ...

Milken 2021: Going Global: The Future of Work

Have you heard of Power Platform's AI Builder but aren't sure what it's

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capable of? Click here for an in-depth yet succinct discussion.

The Role of Democratized AI Using Power Platform's AI Builder

The “Greta effect” is a term that has been coined over the past two years to describe the influx of children’s books sweeping the market about the climate emergency. From our plastic consumption to ...

The Greta effect

The team at 100ms have launched powerful and fully customizable software development kits (SDKs) that allow developers ...

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100ms is simplifying video access for all companies across the world

DP World announced the launch of its new digital logistics platform, Cargoes Logistics. The platform provides customers with a single-window solution enabling seamless, safe, secure, and efficient ...

Dubai's DP World launches a single window digital solution for smart logistics

Welcome to another episode of the Action and Ambition Podcast. We have Orlando Zayas, who has recently, named a Top ...

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Orlando Zayas Modernizes the Point-Of-Sale System by Creating an Omnichannel Payment Platform That Offers Retailers and Consumers Varied Purchasing Options

During the course of his career, he's reported on issues of race in the game of hockey from the youth levels to the NHL. Now author Evan F. Moore is exploring this topic even

...

Evan F. Moore discusses the 'Game Misconduct' book on WGN News Now Sports Talk

Andrew Forrest made a mining fortune. Now he wants to lead a climate change revolution – and beat the

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fossil fuel giants along the way.

Can a Carbon-Emitting Iron Ore Tycoon Save the Planet?
Chicago police urged to defy vaccine reporting in Illinois, rail link plan for LaGuardia on hold in New York, and more ...

'Into the Wild' bus, two-headed turtle, statues unveiled: News from around our 50 states

Tamara Atkinson, CEO of Workforce Solutions Capital Area, said her workforce training organization is helping Tesla find potential employees and preparing job candidates for interviews.

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Hiring ramps up at Tesla gigafactory, though experts say it's just the beginning

The corporate duo Himanshu Arora & Muskan kakkar who left their full time jobs to give ... space and build a solution that has empowered garages and change the way people book their vehicles ...

How an auto tech start-up Servizzy has standardized the local garages

These are also settings in which we should do a better job making sure we can help on ... we've seen the impact of heat. The solutions to that are not concrete and

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car-based.

Seeking Solutions to Global Challenges

jobs that Slaughter held while raising a family. Get the full experience. Choose your plan And though her nearly 13,000-word essay was short on policy solutions, Slaughter ignited a useful public ...

Recovering from a workplace crisis, with ideas for fixing our civic crisis

According to LinkedIn's 2020 Emerging Jobs Report India ... They started an ecommerce venture which enabled people to rent books online and scaled it to

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approximately 150-200 orders
per day.

When Dr. Phil's viewers need help turning their job search woes into employment success, he calls in Tony Beshara. One of the most successful placement professionals in the United States, Beshara knows what works and what doesn't. In *The Job Search Solution*, he outlines the simple yet powerful system that has helped over 100,000 people land jobs they love. Now, in a completely updated second edition, Beshara addresses

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the major challenges that confront candidates seeking employment today, including advice for readers who have been out of work for a while, were fired from their last job, are looking to change careers, or may be facing discrimination due to age. Featuring interactive exercises, real-life examples, practical Do's and Don'ts, and other essential tools, the new edition reveals how candidates can create a personal brand online, communicate with potential employers via e-mail, and leverage personal stories throughout the interview process. Both practical and empowering,

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The Job Search Solution gives readers the tools they need to get hired in one of the toughest job markets ever.

Right or wrong, when it's time to choose between a candidate who is perfect on paper and one who is persuasive in person, there's no contest. After all, almost every applicant who makes it to the interview process looks fabulous on a résumé. So employers have to make gut-level evaluations based on the candidates' answers to the interview questions. How confident are you that your responses are distinguishing

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you from the competition? Hiring expert Tony Beshara knows the words that trigger “yes” in the minds of employers--and in his handy new book, he arms candidates with hundreds of ready-to-use responses to even the toughest interview questions. Covering entry-level to executive positions and encompassing all industries, *Powerful Phrases for Successful Interviews* propels job seekers through every stage of the process. Readers and future leading candidates will learn power phrases to:

- Get their foot in the door
- Clearly communicate their skills, strengths, and

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experience--and why they would be a perfect fit• Make a great impression at the crucial opening and close• Score high on the likability factor• Dispel lingering concerns about work history• Give follow-up emails real impact• Negotiate a strong job offer• And moreThe job market is awash with qualified applicants--which means the next position you apply for will be filled by the candidate who gives the right answers. This invaluable resource arms candidates with hundreds of ready-to-use responses to even the toughest interview questions, giving professionals the right

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words to make the difference every time.

Contains answers to 450 sample questions so that you will be prepared for any question. This book also gives tips on taking charge of the interview situation, and what to do when you are offered the job.

The book introduces tips that can be brought before joining an interview and finding a job you have dreamed about. The author transformed fear and negativity toward a positive job search with clear, easy to grasp, and tangible methods aimed to teach and

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guide you toward success. The 3 Step Methods include Discovery, Planning, and Action helping you get the best job ever. All provide brilliant insight and information for professional job seekers or anyone who want to search for a perfect job.

In this book you will learn effective job search strategies that will enable you to

What does Tony Beshara do that most r'sum' "experts" don't? While the experts write r'sum's all day, Tony- the veteran placement specialist featured

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regularly on the Dr. Phil show-actually uses them to get people jobs. With Unbeatable R'sum's, Tony dissects and discusses real-life r'sum's for jobs in a wide range of industries from healthcare to banking, construction to technology, administration to sales and marketing, and more. The book shows readers how to build a powerful r'sum', utilize keywords effectively, use gaps and job changes to their advantage, and pair their r'sum's with concise, dynamic cover letters. He complements his expertise (he has personally placed more than 8,500

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professionals) with the results of a survey of more than 3,000 managers, executives, HR specialists, and other hiring authorities about what gets r'sum's read, interviews granted, and jobs offered. Readers will learn: * The critical components of well-written r'sum' * How to ensure their r'sum' actually gets read... by the right people * What employers look for, and what turns them off * How to customize a r'sum' for a particular job * The truth about video r'sum's, job-search websites, and social networking sites like FaceBook, LinkedIn, and MySpace * And much more

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Unbeatable R'sum's shows job seekers of all types how to present themselves in the best possible light...for the best possible position.

This book is a guide to successful job searching for upper management and executive-level candidates. Written by a successful executive outplacement consultant, it provides the inside scoop on what really goes on in a job interview.

The Job Search Journal: 16 weeks-day by day has been designed to help you stay on track while looking for a job. Remember-a job is only part of your life! Why Job

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Search Journal? MOTIVATION AND SYSTEMATIC APPROACH. JSJ has been designed to help unemployed people to stay focused while looking for a job. "The hardest work in the world is being out of work" (Witney M. Young). Therefore, we need to have a structured day-by-day plan in place. JSJ comprises a 16-week programme with unique (but not obligatory) daily tasks to be completed. This was designed to ensure that individuals stay focused and are not overwhelmed by the workload generated by searching for employment. STAYING HEALTHY. In order to find a job we need to stay healthy. JSJ

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monitors: emotional, physical and social progress during the 16-week plan.

CREATING YOUR JOURNEY.

Nowadays, finding a job is a very challenging process, especially because we are constantly being rejected by potential employers. JSJ allows you to create your own journey with a new, positive perspective on downtime. Share your journey:

paulina@jobsearchjournal.com

At some point, most people have been caught off guard by tough interview questions. This book helps readers take charge of the situation! In *Acing the*

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Interview, the employment expert Dr. Phil called "the best of the best" gives job seekers candid advice for answering even the most unexpected questions, including: * You really don't have as much experience as we would like -- why should we hire you? * How many hours in your previous jobs did you have to work each week to get everything done? * What do you consider most valuable -- a high salary, job recognition, or advancement? The book also arms readers with questions to ask prospective employers that could prevent their making a big job mistake: * What would you say are the

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worst parts of this job?*

What are the major problems facing the company and this department?*

Why aren't you promoting from within?*

Taking readers through the entire process, from the initial interview to evaluating a job offer, and even into salary negotiation, *Acing the Interview* is a no-nonsense, take-no-prisoners guide to interview success.

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