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The Professional Recruiter's Handbook is a thorough guide to achieving success as a recruiting consultant. The authors explore the techniques used by the most successful recruiters, both agency and client-side, to understand what creates excellence in executive search.

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Delivering Excellence in Recruitment Practice. Ann Swain Jane Newell Brown. The Professional Recruiter's Handbook provides a best practice guide to attracting, approaching and retaining new candidates and clients, with advice on how to manage the recruitment process from start to finish. Key features at a glance.

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