

Headhunters: Matchmaking in the Labor Market

Recruiting and Labor Markets

▪ **Recruiting**

- *Attracting a pool of qualified applicants for organizational jobs*

▪ **Labor Market**

- *External supply pool from which organizations attract applicants*

▪ **Tight vs. Loose Labor Market**

- *Low unemployment creates competition for employees, raising labor costs.*
- *High unemployment results in availability of more applicants and more qualified applicants.*

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Headhunters. Headhunter third-party agents paid a fee by companies for locating job candidates perform a unique sales role. The product. Headhunters -- third-party agents paid a fee by companies for locating job candidates -- perform a unique sales role. The product they sell is people, matching. Finlay and Coverdill focused their analysis on how headhunters viewed issues such as client management, candidate selection, and matchmaking. The book. Headhunters: Matchmaking in the Labor Market. By William Finlay and James E. Coverdill. Ithaca, N.Y.: IRL Press, Pp. \$ Headhunters? third-party agents paid a fee by companies for locating job candidates? perform a unique sales role. The product they sell is people, matching. Cambridge, MA: MIT Press. Headhunters: Matchmaking in the Labor Market. William Finlay and James E. Coverdill. Ithaca, NY: Cornell University Press, Headhunters. Matchmaking in the Labor Market. Show all authors. Chris Forde Download PDF PDF download for Headhunters, Article information. On Feb 26, Christopher Evans published: Headhunters: Matchmaking in the Labor Market, by William Finlay and James E. Coverdill. Download Citation on ResearchGate On Apr 1, , M. Diane Burton and others published Headhunters: Matchmaking in the Labor Market }. Amazon????? Headhunters: Matchmaking in the Labor Market????? ????? Amazon????????????????? William Finlay, James E. Coverdill. And at first encounter in Headhunters: Matchmaking in the Labor Market (ILR Press/Cornell University Press), they seem friendly enough. peacepencommunications.com: Headhunters: Matchmaking in the Labor Market: Shows some signs of wear, and may have some markings on the inside. Booktopia has Headhunters: MatchMaking in the Labor Market, MatchMaking in the Labor Market by William Finlay. Buy a discounted Paperback of Headhunters: matchmaking in the labor market. Lester Prize Winner. Authors / Editors: Finlay, William Coverdill, James E. Issue Number: Year: Headhunters: Matchmaking in the Labor Market, by William Finlay and James E. Coverdill. Ithaca, NY: Cornell University Press, pp \$ cloth. Headhunters: Matchmaking in the Labor Market. William Finlay and James E. Coverdill. Ithaca: Cornell University Press, Carrie M. Lane, Yale University.

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