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The Use of Social Media within the Recruitment and Selection Process Susana Guedes, 2015-06-12
Bachelor Thesis from the year 2015 in the subject Communications Public Relations Advertising Marketing Social Media grade 2.1 London Metropolitan University course BA Hons Business Management language English abstract Social media in addition to allowing people to be able to connect and communicate socially with each other has allowed employees and employers to connect for business purposes. The following research presents an analysis on the use of social media with recruitment and selection from two different perspectives. One through a sample of 40 participants which are either current employees or current candidates looking for work by filling out a 10 item questionnaire. Another was through semi structured interviews that were used to get insight from interviewing two employers from within the Human Resources and Marketing department of different organisations. Results revealed that the questionnaire participants felt that even though that certain social media networks can be beneficial it can have its considerable disadvantages. Meanwhile the interviewees felt that social media is a valuable supplement while online recruiting is basically the nature of modern recruiting even when it might not be used for all types of jobs and may not always make candidates seem as they are on their online persona. **Business Week**, 2007 *One+*, 2010 **Forbes** Bertie Charles Forbes, 2008. This business magazine covers domestic and international business topics. Special issues include Annual Report on American Industry Forbes 500 Stock Bargains and

Special Report on Multinationals CFO, 2010 *The Social Employee: How Great Companies Make Social Media Work* Cheryl Burgess, Mark Burgess, 2013-08-21 Presents cases studies and interviews about companies that have successfully used the digital presence of its employees and customers to represent the company brand *India Today International*, 2006-07

The Digital Selling Handbook: Grow Your Sales by Engaging, Prospecting, and Converting Customers the Way They Buy Today Bill Stinnett, 2022-10-18 Actionable advice for sales professionals and business owners for growing sales in today's increasingly virtual marketplace. Rapid changes in where and how people live, work and do business in recent years have triggered major shifts in how customers shop for and buy virtually everything. Sales and marketing professionals are faced with the harsh reality of rethinking their entire approach to engaging clients in today's virtual marketplace or risk quickly becoming irrelevant. They need to rethink their entire sales approach and *Digital Selling Handbook* shows them how to do it. This comprehensive guide builds readers' understanding of customer psychology and buying behavior in the new digital first world. It provides best practices for engaging customers using a variety of methods. Digital selling expert and founder of Sales Excellence Inc. Bill Stinnett covers the entire sales and marketing process showing how to Create a magnetic personal brand that attracts prospective customers. Engage customers earlier in the buying process. Develop an evergreen lead machine using strategies of world class organizations. Write articles, emails and social media posts that trigger customer action. Find and create new opportunities through outbound prospecting. Turn customer conversations into sales opportunities and revenue. Finding and attracting new business will always be one of the most vital aspects of business success. In today's transformed world of selling, those with the smartest, more forward looking strategies will be the ones to come out on top. *The Digital Selling Handbook* provides everything you need to keep ahead of the curve and in front of the competition. Computerworld, 2008 **Hospitality**, 2008 *Ditch the Act: Reveal the Surprising Power of the Real You for Greater Success* Leonard Kim, Ryan Foland, 2019-10-25 Be human. It's the only way to get ahead in business today. Competition today is fiercer than ever. It seems that every job candidate is flashing a world class resume and every business competitor is the absolute best at what they do. Don't be fooled. People exaggerate. And don't be discouraged. By revealing stories of failures, setbacks and personal flaws without shame or fear, you exhibit greater self-confidence than your competition. You cultivate connections with serious, smart people and you build loyalty that lasts. *Ditch the Act* shows how to present your humanness, imperfect and flawed, but honest, resilient and willing to learn in strategic ways to achieve clear defined goals. It provides an actionable program for building an authentic, long-lasting personal brand explaining why exposure is important and how it cultivates more durable connections than any polished persona can. By creating a personal brand that's honest and authentic and that reveals personal struggles, you'll build stronger, longer-lasting relationships and achieve greater success. Careers and businesses based on authenticity and truth aren't just more rewarding than those founded on hyperbole and the hard sell. Because they're founded on durable, robust relationships, they're rock solid and better.

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