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Who: The A Method for Hiring

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In this instant New York Times Bestseller, Geoff Smart and Randy Street provide a simple, practical, and effective solution to what The Economist callsthe single biggest problem in business today unsuccessful hiring. The average hiring mistake costs a company \$1.5 million or more a year and countless wasted hours. This statistic becomes even more startling when you consider that the typical hiring success rate of managers is only 50 percent. The silver lining is thatwho problems are easily preventable. Based on more than 1,300 hours of interviews with more than 20 billionaires and 300 CEOs, Who presents Smart and Streets A Method for Hiring. Refined through the largest research study of its kind ever undertaken, the A Method stresses fundamental elements that anyone can implementand it has a 90 percent success rate. Whether youre a member of a board of directors looking for a new CEO, the owner of a small business searching for the right people to make your company grow, or a parent in need of a new babysitter, its all about Who. Inside youll learn how to avoid commonvoodoo hiring methods define the outcomes you seek generate a flow of A Players to your teamby implementing the #1 tactic used by successful businesspeople ask the right interview questions to dramatically improve your ability to quickly distinguish an A Player from a B or C candidate attract the person you want to hire, by emphasizing the points the candidate cares about mostIn business, you are who you hire. In Who, Geoff Smart and Randy Street offer simple, easy-tofollow steps that will put the right people in place for optimal success.

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