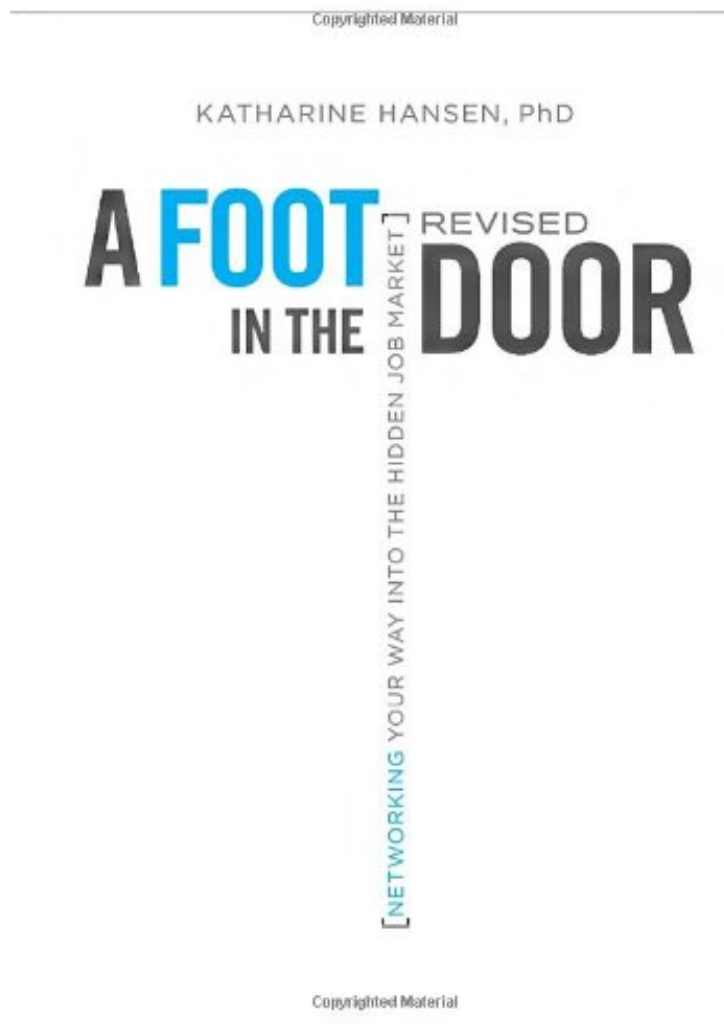


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# A Foot in the Door: Networking Your Way into the Hidden Job Market

*Katharine Hansen*

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**Katharine Hansen : A Foot in the Door: Networking Your Way into the Hidden Job Market** before purchasing it in order to gage whether or not it would be worth my time, and all praised A Foot in the Door: Networking Your Way into the Hidden Job Market:

0 of 0 people found the following review helpful. An AWESOME "how to" guide for Informational Interviews!By CustomerThis book is AMAZING!!! I wish someone had taught me about informational interviews when I was in college. I am a young communication professor at a liberal arts university. I require my students to conduct three informational interviews in our Organizational Communication course and I have them read this book as a guide of

"how to." It is great- with detailed steps on conducting informational interviews. Yes, it is a bit outdated- I wish there was a more current version... However, the premise is still the same and so is the advice. College students hate doing informational interviews, but afterwards they say it is the best thing they have ever done in college. Thank you Dr. Hansen for an awesome "how-to" guide for Informational Interviews. I recommend this book for any job seeker. 0 of 0 people found the following review helpful. I read it, tried the advice, it worked. By Thomas L. Bodine On reflection I have landed three jobs using Ms. Hansen's techniques. The first was for San Diego Alarm a job I loved, but only held a short while. One the employer paid me with two checks that bounced. Another I landed at a start up bought by Honeywell, I loved that job and worked there for six years. My wife has used these techniques and done well. My daughter used them as well, but never read the book. She has landed four jobs using these techniques. 0 of 0 people found the following review helpful. Great Book By Doreen Great book for networking for a job.

This empowering and accessible guide shows career rookies how to get a foot in the door-and then kick it wide open. The revised second edition emphasizes the importance of contemporary social networking, such as discussion groups and forums, online portfolios, and blogging. Featuring a list of networking hot spots, confidence-building advice for the shy or intimidated, and a comprehensive guide to informational interviewing, *A FOOT IN THE DOOR* reveals proven strategies that will help those seeking their first real-world job land the position they've been looking for. A concrete and practical guide to the nuts and bolts of networking, using a step-by-step approach geared to recent grads and young career changers. Helps young professionals identify who they should connect with. Katharine Hansen's books have sold 145,000 copies. Reviews "Extensive chapters on informational interviewing and Internet networking make this a must-have book for job seekers and others trying to connect with people in the workplace." Amy Lindgren, Syndicated Career Columnist "You name it, if it deals with networking, on any level, Katharine Hansen's book covers it. ... This is a book I wish I had written. It will help you." Marvin Walberg, Scrips Howard News Service Syndicated Career Columnist Strand Media Group's "Something You Should Know" air date TBA

About the Author KATHARINE HANSEN, PHD, has authored some of the most widely used job-hunting resources on the market, including *DYNAMIC COVER LETTERS* (100,000 copies sold). She is an instructor of business communication and the creative director for Quintessential Careers, which receives one million unique website visitors monthly and has been awarded a Forbes.com Best of the Web award. She lives in DeLand, Florida.