



Welcome to the Real World: A Complete Guide to Job Hunting for the Recent College Grad

By John Henry Weiss

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Are you still looking for that perfect job six months after graduating from college? Are you also still firing off hundreds of resumes from your parents' house with little or no results? Then you need the real-world advice of executive recruiter John Henry Weiss. In *Welcome to the Real World*, Weiss provides much-needed guidance to recent college graduates seeking their first jobs in the real world of work.

Weiss explains that companies do not hire resumes. They hire candidates who make the effort to build personal relationships. He discusses the importance of leaving the house to find employers at venues such as job fairs, trade shows, and conferences, and even Starbucks. Weiss points out that work is a means to getting out on your own, and he offers encouraging advice and tips for how to do just that, such as:

- Establishing a home office for job hunting
- Using social media effectively to find employers and increase your chances of getting hired
- Dressing appropriately for job interviews
- Starting your own business
- Targeting companies that value the skill sets of returning military personnel
- Evaluating and negotiating job offers
- And much more!

Welcome to the Real World is not only the ultimate career guide for finding your first job, but also for understanding the real world of work, and for beginning the rest of your life.

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- Sales Rank: #2136867 in Books
- Published on: 2014-03-04
- Original language: English
- Number of items: 1
- Dimensions: 8.25" h x 5.50" w x 1.00" l, .0 pounds
- Binding: Paperback
- 424 pages



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Editorial Review

About the Author

John Henry Weiss began his career as a middle and high school teacher in Chicago. He has held positions in the educational publishing and technology industries with companies such as Houghton Mifflin Harcourt, D.C. Heath, The Learning Company, and Apple Computer. His corporate executive management responsibilities encompassed domestic and international sales, marketing, editorial, and product development. He has served with distinction as a faculty member of the Pennsylvania Cable and Telecommunications Association, and he was a founding member of the AAP International Copyright Committee. His involvement in K-16 education includes memberships with AEP, SIIA, and EdNet. He lives in Stockton, New Jersey.

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