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Did You Know?

15% of the world's electricity is generated by nuclear power plants?

The average productivity of the American worker has increased +30% over the last decade?

USA makes up 5% of the world's population but generates 25% of the world's gross domestic product?

As the 3Q/2010 ended, there were five unemployed Americans for every job opening?

The 3 largest exporters of goods and services in the world are 1) China, 2) Germany and 3) the USA?

Istanbul, Turkey, is the only city in the world located on two continents?

The wealthiest 20% of Americans own 84% of the total net worth in our country?

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Employee Motivation

Do you know what really motivates your employees? Many believe cash is king but far less effective than the currency of motivation or recognition. Money is a psychologically linked to immediate expectation and entitlement where appreciation or recognition is long term for a job well done. Cash is ineffective in fuelling long-term motivation. Recognition inspires ongoing motivation and high performance.

Completed Searches

Ten examples of completed searches managed by Bohan & Bradstreet include:

Sr. Product Manager
Finance Director
VP Business Development
Human Resources Manager
Senior Engineer
VP Supply Chain
Audit Manager
Marketing Manager
VP Manufacturing
Manager, Engineering

CPG Wellness Products
VC Funded Aerospace Parts Mfg.
Entrepreneurial Beverage Industry
Commercial Packaging Industry
Motion Controls Mfg.
Business Products Mfg.
Telecommunications Products
Real Estate Leader
Medical Device Industry
Security Products

Fashion Miscues

Leaving a positive impression is critical when interviewing. Fashion faux pas that detract from your candidacy are (1) too much make-up, perfume/cologne or jewelry; (2) visible tattoos; (3) unique or unkempt hair; (4) exposed bra straps; (5) open toed shoes; and (6) bright color outfits.

Hiring Trends

The areas where talent is being hired at management to executive levels are Business Development, Engineering, Finance, Marketing, R&D, Sales and Supply Chain. This is primarily driven by the need for new products, customer driven processes, new customers/markets and additional revenues.

Quote of the Month

"Management works in the system; Leadership works on the system." *Stephen Covey*

Effective Listening

Listening is among the top five skills needed for success in business and a quick way to earn the respect and trust of coworkers. One of the keys to effective listening is to separate your emotions from the speaker's emotions or problem. Then you can respond in a way that is constructive and targets the issue at hand.

Unemployment Challenges

Worse than the 9.8% unemployment is the fact the longer one is unemployed, the lower the probability of getting employed. People unemployed have a 30.7 % chance of becoming re-employed in first 5 weeks as opposed to 8.7% for those unemployed for one year or more. Positive attitude, current skills, and excellent references are a key to quick re-employment.

Prioritizing Time

To improve performance, manage yourself and not time. Time spent needs to match up with business priorities. To focus on business goals, figure out three things to stop doing and three things to start doing.