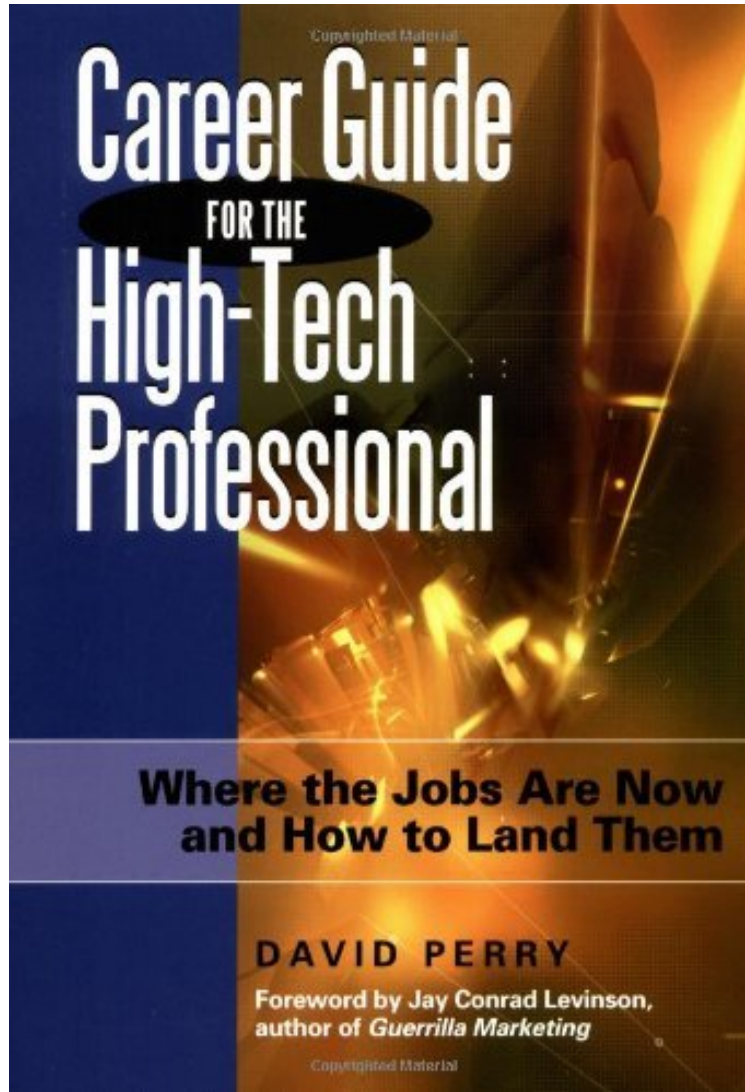


## Career Guide for the High-Tech Professional

David Perry

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**David Perry : Career Guide for the High-Tech Professional** before purchasing it in order to gage whether or not it would be worth my time, and all praised Career Guide for the High-Tech Professional:

0 of 0 people found the following review helpful. Pretty Much The Same Content As Guerilla Marketing for Job HuntersBy CustomerIn general, the Career Guide for the High-Tech Professional is worth reading...if you have not already read Guerilla Marketing for Job Hunters 2.0. About 95% of the material of this book was included in the GMFJH book. The only additional nugget that is included in the CGFTGTP was how to deal with headhunters, recruiters, etc. It does provide excellent guidance on how best to approach these professionals (including mistakes that I have already made). Recommended if you have not already picked up the Guerilla Marketing for Job Hunters book or if you need a little additional guidance on how to best work with recruiters.3 of 4 people found the following

review helpful. Intriguing Thesis Puts Tecchies where Ralph Ellison had Harlem By Peter The worksheet sections are a slightly different twist on Parachute, but pretty much amount to the same thing, although cynically enough I'll say a book written by a headhunter will of course recommend that you turn to a headhunter when all else fails (and it will). The intriguing part of this book is the introductory portions. As a software engineer in the business 23 years, I have often felt stuck. The introduction identified factors that explain why I should feel this way, based on a gap between what executives look for in a hire vs. what line managers and HR are seeking. It explains the runaround technical types get when they try to break in to a "technical executive" position by arranging interviews with HR or first lines. The book explains why this is a waste of time and cannot succeed, because the hiring goals of the two strata are opposed. Read Invisible Man along with the preface/introduction and you should be suitably depressed and paranoid. You will finally see the H1-B argument from Lou Dobb's angle, and take a more cynical view of some corporate sites' exhortations to overproduce engineers and mathematicians (raise supply, reduce wages). I am now pleading with my sons to choose careers as lawyers, doctors, truck drivers, or even politicians. Technical specialists over the age of 43 are the Oakies of the 22nd century (The Grapes of Wrath (Centennial Edition)). Isn't that ironic? We created the information age and it made us obsolete. Even dentists weren't that stupid. 0 of 0 people found the following review helpful. Liked it a lot By Andrew B Liked it a lot. I've been in IT for alot of years. This gave me new insight into the job market.

This book is filled with job-finding wisdom and the actual things you must say in your cover letter, on your resume, and during your interviews. Nothing is left to chance. Every detail is covered.

"...It's informative and gives realistic steps to take in creating fulfilling and productive economic marriages." -- Dr. Stephen R. Covey, author of the 7 Habits of Highly Effective People "...No one gives you a job, you earn one, and Perry shows you how." -- Seth Godin, author of Survival is Not Enough "...Perry shows you how to embrace your talents...and excel in a career you are passionate about." -- Guy Kawasaki, author of Rules for Revolutionaries, and Chief Executive Officer, Garage Technology Ventures "This is 'Guerrilla Hunting' at its best, and I highly recommend that you invest the time in reading it..." -- Jay Conrad Levinson, author of Guerrilla Marketing