

## fyi - Leadership Career News

Hello :

From time to time, I will forward material that will provide you with up-to-the-moment career and leadership research and information. Please send me a reply email [cglasco@charter.net](mailto:cglasco@charter.net) or give me a quick call (940) 367-0837 to let me know if the information is helpful to you.

### 2012 Executive Hiring Outlook

Here's a link to [ExecuNet's 20th Annual Executive Job Market Intelligence Report](#). I believe you will find this an excellent resource to help you assess the state of today's job market. One of the highlighted data points describes the shifts from 2010 to 2012 in hiring by industry:

#### Hiring Shift Continues: Top Industries Recruiters Say Will Lead Executive Job Growth

2010	2011	2012
1. Healthcare	1. Healthcare	1. Healthcare
2. Clean/Green Technology	2. High Technology	2. High Technology
3. High Technology	3. Clean/Green Technology	3. Manufacturing
4. Life Sciences (Pharma./ Medical/Biotech)	4. Life Sciences (Pharma./ Medical/Biotech)	4. Business Services
5. Energy/Utilities	5. Manufacturing	5. Energy/Utilities
6. Business Services	6. Financial Services/ Banking/Insurance	6. Life Sciences (Pharma./ Medical/Biotech)
7. Financial Services	7. Energy/Utilities	7. Consumer Products
8. Government/Nonprofit/ Education	8. Business Services	8. Internet/Online Services
9. Environmental Products/ Services	9. Internet/Online Services	9. Clean/Green Technology
10. Manufacturing	10. Consumer Products	10. Financial Services

*Excerpt from: 2012 Executive Job Market Intelligence Report*

## Networking Best Practices

I want to make you aware of one of the best articles on networking: [7 Reasons Networking Can Be a Professional Development Boot Camp](#). One of the best recommendations:

**“Tip # 4, #4: Ask Non-Traditional Questions.**

*In networking, apply your knowledge in the form of non-traditional questions. Get people to discover something deeper about what you know by asking them a question they wouldn't expect.”*

. . . Enjoy both articles!

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