



# The Career Playbook: Essential Advice for Today's Aspiring Young Professional

*James M. Citrin*

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**Are you about to graduate and begin your job search?**

**Or are you a young professional trying to choose the right field or looking for that perfect position that will catapult your career?**

Figuring out a career and getting a great job has never been more difficult. On top of that, today's graduates are looking for not only good jobs but positions that will help them launch *careers* in which they can grow and prosper. But knowing what to look for and how to actually land a great job is exceptionally challenging when you're trying to get an interview, make enough money, and position yourself for advancement.

Based on an in-depth survey of thousands of graduates and young professionals, and hundreds of interviews with the world's top business and nonprofit leaders—not to mention James Citrin's decades of experience as a senior partner at the premier executive search firm Spencer Stuart—*The Career Playbook* offers recent graduates and aspiring young professionals actionable advice for excelling. From his practical tips on generating valuable introductions, nailing interviews, and negotiating compensation to strategic advice on the arc of a career, the importance of relationships, how to cultivate a mentor, and knowing when to change jobs or industries, Citrin provides an invaluable guide to the most urgent questions that are at the heart of every person's career deliberations.

Packed with first-person advice from graduates and young professionals themselves, as well as the perspectives of seasoned CEOs, entrepreneurs, leaders, and experts, such as Virgin's Sir Richard Branson, Facebook's Sheryl Sandberg, Third Point Advisors' Daniel Loeb, author Malcolm Gladwell, and US Navy SEALs' Admiral Eric Olson, *The Career Playbook* is an essential resource for landing, launching, and thriving in your career.

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