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supervisor that would be working closely with me if I got the job, then second round was with both the Vice President and then that same supervisor afterwards clearing up any questions I had.

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product. Learning how to sell life insurance at a large midwestern firm, she is coached on exactly what to say, how to stand, when to make eye contact, and how to build up Positive Mental Attitude by chanting "I feel happy! I feel terrific!" Leidner's fascinating report from the frontlines of two major American

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corporations uncovers the methods and consequences of regulating workers' language, looks, attitudes, ideas, and demeanor. Her study reveals the complex and often unexpected results that come with the routinization of service work. Some McDonald's workers resent the constraints of prescribed uniforms and

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rigid scripts, while others appreciate how routines simplify their jobs and give them psychological protection against unpleasant customers. Combined Insurance goes further than McDonald's in attempting to standardize the workers' very selves, instilling in them adroit maneuvers to overcome customer

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resistance. The routinization of service work has both poignant and preposterous consequences. It tends to undermine shared understandings about individuality and social obligations, sharpening the tension between the belief in personal autonomy and the domination of a powerful corporate culture. Richly

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anecdotal and accessibly written, Leidner's book charts new territory in the sociology of work. With service sector work becoming increasingly important in American business, her timely study is particularly welcome.

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Provides a first port of call for those seeking information sources in a sector that has undergone tremendous change in recent years. Includes information on banks and building societies, insurance companies, investment funds and pension funds. Highlights essential reference

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works, consumer information, career guides, technical reports, official publications, market and company research, product information and electronic resources. Identifies the most appropriate sources and provides assistance in choosing between competing items and provides an overview of

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results for him for YEARS leading to his SUCCESS in business and in life. □□ Greg Monroe □ This practical book puts the spotlight on critical leadership competencies for ultimate SUCCESS. With the art of leadership vanishing this book should be your reference manual to take your leadership effectiveness to the

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anyone striving to be the best. I thoroughly enjoyed reading it and I learned some very important lessons from a true
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