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ABSTRACT

Providing career opportunities is the major goal of many a college and university. Institutions which offer these programs require an efficient and timely method for determining which skills to teach in their programs. In addition, the job search process itself requires additional skills such as interviewing and networking. This research postulates that the skill set and methods of looking for new employees differ for the *hiring manager* versus the non-hiring manager. Specifically, hiring managers may place more emphasis on *networking* as a way to find employees and may require a different set of communication and technical skills. A research design is discussed.

Keywords

EMPLOYERS, HIRING MANAGERS, NETWORKING, NETWORKING SKILLS, TECHNICAL SKILLS