

A = Adverts

B = Bureaus



C = Contacts

D = Direct



REACTIVE

Jobs looking for People

- CV based
- Person must fit spec
- Larger orgs
- Formal process
- Inflexible
- 1 of 100+

PRO-ACTIVE

People looking for Jobs

- Person based
- Job moulded to person
- SMEs
- Informal
- Flexible (but may be contract)
- maybe only 1