

Covering the News of February 2, 2008 – February 14, 2008

The Association of Executive Search Consultants (AESC) is the Voice of the Retained Executive Search Industry, bringing together executive search consultants, hiring organizations and senior executives.

EXECUTIVE TALENT

Consulting Stints Can Aid CEOs

Working at a consulting firm has long been regarded as a great way to learn high-level strategy, which could be helpful in all kinds of later jobs. These days the constantly changing demands of the CEO's job may play to ex-consultants' strengths. Private-equity firms want decisive action that can boost shareholder value in a hurry. They prize consultants' ability to see the big picture and shake free of long-established but perhaps less-than-optimal ways of doing things.

How To Move CMOs Out Of Harm's Way

Warning: If you're seeking job security, don't think about becoming a chief marketing officer. In a study of 100 leading consumer companies in June 2007, executive search firm Spencer Stuart reported that the average tenure of CEOs is 44 months but CMOs last only 26 months. In fact, 40 of 100 CMOs turned over in 2006 and 31 of 100 lost their jobs in 2007, noted Greg Welch, a practice leader in consumer goods at the Chicago-based search firm.

SEARCH INDUSTRY NEWS

New Searches

Recently Launched and Successfully Completed Searches by AESC Members: Dowd Associates Executive Search and Ray & Berndtson

New Offices, New Consultants

Recent Movement within AESC Member Firms: CTPartners, Gow & Partners World Team, Johnson Executive Search, Korn/Ferry International, and Maxwell Drummond International

INSIDE THE AESC

[View from the Top – Manage Your Energy, Not Your Time](#)

Most people respond to rising demands in the workplace by putting in longer hours, often leading to exhaustion, disengagement, and illness. The core problem is that time is a finite resource. Personal energy, on the other hand, can systematically be expanded and regularly renewed by establishing specific rituals or behaviors. Tony Schwartz will demonstrate how you can increase your energy and get more done in less time at a higher level of engagement with increased sustainability. February 27, 2008.

2008 Americas Conference at the Metropolitan Club, New York March 5-6

It is the one time during the year when the senior search community joins together to assess: where we are, where we are going, and what we need to know to get there. We have planned a dynamic program that will address questions about what impact a slowdown in economic growth and tighter credit conditions might have on the executive search business. We will explore if star talent is "portable", secrets from the top companies for leaders, and whether executive search is in a benign state or about to experience a shock wave.

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AESC Links

[AESC.org](#) - The website of the worldwide professional association for retained executive search firms.

[SearchAlert](#) - The AESC Request for Proposal Tool providing hiring executives an opportunity to submit RFP's to those AESC member firms that meet specific criteria for hiring assignments.

[CorporateConnect](#) - The AESC affiliate program for corporations, HR executives and other senior line managers who utilize executive search services. A resource to keep you connected with the latest trends in executive search and senior talent management issues.

[BlueSteps.com](#) - The career management service of the AESC.

[AESC Campus](#) - The executive search education and training resource for search professionals, Campus offers both Online Courses and Expert Forums.



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