



Hiring for Attitude: A Revolutionary Approach to Recruiting and Selecting People with Both Tremendous Skills and Superb Attitude

Mark Murphy

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Build a high-performance workforce by abandoning skills-based hiring practices and focusing on employee attitude

Hiring for Attitude offers a groundbreaking approach to recruiting, assessing, and selecting people with both tremendous skills but, more importantly, an attitude that aligns with the organization's culture.

Murphy cites his own company's research and examines recent scientific studies about the practical effects a person's attitude has on the outcome of his or her job performance. Clear and practical lessons are illuminated by numerous case studies of organizations like Microchip, Southwest Airlines, and The Ritz-Carlton.

Mark Murphy is the founder and CEO of Leadership IQ, a leadership training firm. He has been featured in such publications as *Fortune*, *Forbes*, *BusinessWeek*, and *The Washington Post*.

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