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## PT Radita Hutama Internusa

We provide access to an unrivalled range of specialist adjusting and risk consultancy skills. With our global spread of offices and multi-lingual staff, we aim to bring the best people and blend of disciplines to our clients adjusting and risk consultancy needs. Due to rapid growth of our business, we are looking for a motivated and qualified individual to fill the following position:

**REPORT EDITOR**  
(Jakarta Raya)

**Requirements:**

- Female, single, max. 25 years old
- Min. Bachelor’s degree from reputable university majoring in English, Journalism, Communication, Marketing, or equivalent degree focused on written communication skills
- Min. GPA 2.75
- Having extensive knowledge of standard English, superior writing and editing skills
- Having 1 year experience in relevant field (fresh graduates are welcome to apply)
- Fluency in English is a must, both oral and written
- Strong in office management & computer skills (min. Ms. Office)
- Proficiency with administering and filling document
- Excellent interpersonal and communication skill, self-motivated, hard-worker and able to work under pressure

Please send your application with detailed CV and recent photograph within 2 weeks to:
andita.sartika@charlestayloradj.com and cc aputri@binus.edu

**DesignCube**

We are a group of talented and creative young graphic and website designers located in Jakarta, Indonesia. We established our company in 2007 with a belief that while there are many graphic and website designers in the market, there are few that truly offer excellent work with reasonable price and most of all RELIABLE and ON TIME. We are looking for:

**Web Developer**

**Job Description:**
Develop website with HTML/CSS, open source CMS Drupal, Wordpress, Joomla, etc.

**Requirement:**

- Proficiency with HTML CSS
- Have knowledge in Drupal, Wordpress, Joomla, Magento, etc

Please send your application with detailed CV and portfolios to Mr. David Kristianto email David@designcub3.com and cc aputri@binus.edu
**KLM & Air France Indonesia**

**Vacancy Marketing Internship Full Time Position - 6 months**

In this role you will be able to gain valuable work experience within a worldwide organization with strong Marketing strategies. You will have the opportunity to hand on in the following fields and activities:

1. **Marketing:**
   - Knowledge of Air France & KLM branding
   - Liaise with marketing suppliers & partners for production of marketing promotion materials
   - Monthly budget update

2. **E-Commerce:**
   - Creation of Air France & KLM communication (e-newsletters, corporate bulletin)
   - Website content checks, updates and reporting
   - KLM Indonesia Social Media page follow up and animation
   - Liaison with local / regional online agencies for online campaign launch

3. **Loyalty Program:**
   - Organization of events for Air France KLM loyalty program (Flying Blue) (invitation, venue)
   - Regular updates on customer databases from various sources including direct contact with customers

We are looking for a person with marketing skills who is keen to learn and experience marketing in business environment.

**Requirements:**
- E-tools literate
- Creativity
- Analytical skills
- Strong communication skills
- Self-motivation and entrepreneurial
- Fluency in English is a must.

If this sounds like the opportunity you have been waiting for, please send us your application letter and resume by 10 June 2012, via email to: marketing.id@klm.com and cc aputri@binus.edu by stating “Marketing Intern Application” on the email subject.

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**PT Systronic Integratama**

(Simplify Things)

Simplify Things embryo initiative came from experts who have the interest and ability in the topic of Business & IT Alignment preceded since 2004 by carrying out some research and conducting training event on the topic which leads to the relevant consultancy work. Currently we are looking for:

1. **Business Process Analyst**
   **Job Description:**
   - Collect and analyze User Requirement
   - Map out and improve the efficiency of business processes with BPMN notation
   - Business Process Simulation
   **Requirements:**
   - Understanding BPMN Notation or Flowchart
   - Good Analytical Thinking & Model building
   - Hardworking and team player
   - Good Communication Skill
   - Familiar With Visio or Process mapping or simulation tools

2. **Project Administration**
   **Job Description:**
   - Collect and inventory of the User Requirement
   - Organize meetings and scheduling
   - project documentation
   **Requirement:**
   - Preferable Female applicant
   - Expert using Microsoft Office (Powerpoint, Excel, Word)
   - Hard working and team player
   - Good Communication Skill
   - Writing Skill

Please send your application with detailed CV and Work Experience to Wibowo Kosasih email Wibowo21@yahoo.com and cc aputri@binus.edu

**Kennedy, Voice & Berliner**

We, PR firm, are looking for:

**Public Relations**

**Requirements:**
- Good looking
- Fast learning
- Public Relation or Have a good communication skill

If your interested please send your **cover letter** and CV (start on **May** and **August 2012** by the latest) to karina@wirglobal.com and cc aputri@binus.edu

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Established in April 1990, Buana was acquired by the new management in August 2010. We are a member of Indonesian Stock Exchange with license from Bapepam-LK to engage in securities underwriting and broking. Our firm is build by a team of professional, experienced and committed Investment Bankers, Equity Sales/trading/distribution, as well as Equity Analyst to support the success of our transactions. We are looking for candidate to work in our Sales/Trading, and Research department. Profiles of our staffs are with backgrounds in business, accounting, finance, economics, mathematics, and engineering (IT).

1. Equity Analyst

Responsibilities:
Research analyst apply pre-set measures of fundamental analysis, such as financial ratio, margin analysis and profitability measures, discounted cash flow, NAV, book value, enterprise value, WACC, IRR and market multiple to identify investment opportunity and assign proper value on companies listed on the IDX.

Requirements:
• Degree from University; Candidates for graduation are encouraged to apply
• Good command of PC/Word/spreadsheet applications: XL, power point, etc.
• Eagerness to pursue information, analyze, and form logical conclusion. Knowledge in macroeconomic, statistics, time-series database, proficiency English, and attention to details are advantageous. Good analysts have high sense of responsibility toward schedule, and willing to strive to find value

2. Equity Sales

Responsibilities:
Equity Sales maintain and manage clients relationship and look after their portfolio. They are required to make contact with prospective customers, determine clients’ needs, present information explain our services while also develop financial plans based on analysis of clients’ financial profile.

Requirements:
• Degree from university; Candidate for graduation is encouraged to apply
• Ability to communicate effectively and efficiently
• Proficiency in Microsoft Office
• Experiences in the financial industry; Dual language, XL/spreadsheet, power point, interest toward capital market, and having WPPE License from Bapepam-LK are advantageous

Please send your CV / Resume with your current Photograph:
buana.hrd@buana-capital.com and cc aputri@binus.edu

PT. Buana Capital
Indonesia Stock Exchange Building
Tower 2, 26th Floor Jl. Jend. Sudirman Kav 52-53
Jakarta 12190

PT FPC Consulting Indonesia

A new coming Japanese IT Consulting Company is just launching on Indonesia Market. We are concentrating into Cloud Application for BtoB customer such as Accounting, Stock Control, Digital Catalogue and movie manual, etc. We are aiming to provide the customers with new software experiments through enjoying our exciting and challenging jobs. We are looking for:

Programmer

Job Description:
Programming with/on LAMP environment by agile software development method
- Linux
- Apache
- MySQL
- PHP (+JAVA )

Requirements:
• Programming Skill with/on LAMP environment
• High Communication Skill Bahasa Indonesia and English
• Accounting knowledge is advantage

If you are interested, please send your CV and latest photo to Mr. Yuichi Koike: yuichi.koike.jp@gmail.com and cc aputri@binus.edu

Bank International Indonesia (BII)

Officer Development Program—Small Medium
Enterprise
(ODP-SME)

Requirements:
1. Graduate – any major
2. GPA min 2.75
3. Target orientated work
4. Good interpersonal skill, communication, and negotiable

Please send your cover letter, CV, Transcript and latest photo with subject “ODP-Jabotabek” to HC recruitment recruitment@bankbii.com and cc aputri@binus.edu

Bank International Indonesia (BII)
Sentral Senayan 3, Jantai 24
Jl. Asia Afrika No.8, Senayan Gelora Bung Karno
Jakarta 10270
Commonwealth Bank

We are looking for young dynamic, self-motivated and dedicated persons to fill the following position for its expanding banking operation

Graduate Development Program (GDP)

Requirements:
• Fresh graduate
• Bachelor or Master degree in any major from reputable University with an outstanding GPA (GPA>3.25)
• Exceptional interpersonal and communication skill, customer focus, sound analytical skill, and commitment to a professional banker
• Strong Team players, high achievers, people oriented with a strong focus, keen to learn, affective problems solvers, proactive and prepared to initiate improvements
• Honest, Independent, quick starter/learner
• Computer literate
• Proficient in written and spoken English

Please send comprehensive resume along with contact number and recent photograph to: resume@binuscareer.com and cc aputri@binus.edu with subject: Commonwealth Bank

Corporate Finance

Job Description:
Manage corporate, strategic and financial opportunities, including mergers, acquisitions, issuing bonds and shares, lending, privatizations, and overseeing Initial Public Offerings (IPOs). Advise and lead management buyouts, provide strategic advice to management, and identify and secure new deals.

Requirements:
• Male/Female, age 30-35 years old
• Min. Bachelor /Master Degree in Finance or Accounting
• Strong numerical and analytical skills
• Having the ability to design financial modeling
• Project and time management, having ability to work well under pressure
• Experience min. 3 years as Advisory in Public Accounting Firm or listed company

If you are confidence to the above requirements, send your complete application (curriculum vitae, copy of education and/or training certificates, and recent photograph) to: hrd.recruitment@bhakti-investama.com and angela.clarissa@bhakti-investama.com and cc aputri@binus.edu

PT Bhakti Investama Tbk

PT Bhakti Investama Tbk, one of the largest investment companies throughout Indonesia, owning business activities which cover a wide array and various business sectors of Financial Services, Multimedia and Broadcasting and Information Technology and Investment Portfolios.

Investor Relation Manager

Job Description:
• To perform duties in Investor Relation Division in assisting the share holders to get information related the company’s condition.
• To act as a mediator between the company and external parties (i.e regulator, share holders, capital market community such as Securities Company, rating agency, media, and other financial institutions)

Requirement:
• Male/Female, max 28 years old
• Bachelor degree in Finance/Accounting or Public Relation/Marketing Communication
• Result oriented, proactive, self-motivated and multitasking person
• Excellent verbal, written, and interpersonal communication skills
• Able to work under pressure and on a tight deadline
• Excellent English communication skill (written and oral) is a must
• Computer literate

Tata Consultancy Services

PT TCS Indonesia, established in 2006, provides a full range of IT, outsourcing, and consulting services that help top-tier local and global corporations transform their technology services and business operations, both within the local market in Indonesia and worldwide. Today, TCS Indonesia serves some of the biggest and well-known corporations in Indonesia, helping them develop and grow IT services and infrastructure that mirrors the extremely fast pace of economic growth occurring in Indonesia, one of Asia’s hottest emerging markets. While enabling a strong IT services backbone is a priority for TCS Indonesia, we are also driven by a mission to play a key role in developing IT skills and talent in Indonesia, leveraging the formula that has made TCS a global leader in the IT industry, as well as an employer of choice to employees worldwide.

Sales Director – BFS

Job Description:
• The Sales Director (SD) will be responsible for winning new and profitable business in BFSI vertical within Indonesia amongst local large BFS customers.
• Seek out new opportunities, and drive them through the sales cycle to signed contract. Lead the Sales process in a structured manner from lead generation to contract.

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- Maintain C-level customer relationships beyond and plays a pivotal role as a trusted customer advisor.
- Engaging the decision makers using solution selling process, business case discussion, presentation and presales support activities.
- Contribute to Account Plans, Sales Strategy, and Forecasting.
- Reporting directly to the Country Head – Indonesia and functionally to Asia Pacific – Telecom Vertical Head, produce regular reports relating to sales process and customer development progress status.
- Accountable for achieving sales order targets and revenue delivery targets.

Requirements:
- 7-10 years of experience in business development or sales management.
- BFS industry knowledge essential.
- Excellent in inter-personal and communication skills.
- Good experience of IT Services or solutions sales.
- Always thinking out of the box, creative, persuasive and innovative in formulating, marketing strategies towards achieving and exceeding sales targets.
- Must be comfortable in dealing with different levels of clients from project managers up through to senior executives at the level of CIO, COO, CEO. Proven customer relationship skills, with experience in interfacing with customers, at Executive/Director level in both business and technology, on a regular basis.
- Willing to travel.
- Must be persistent, possesses high integrity and is fast-paced.
- Must have good client network with MNCs and GLCs.
- Willingness and ability for quick learning of TCS and customer segments.
- Ability to structure winning solutions in close consultation with various teams.
- High energy level to sustain and juggle changing priorities.

Sales Director – Telecom

Job Description:
- The Sales Director (SD) will be responsible for wining new and profitable business in Telecom vertical within Indonesia amongst local large BFSI customers.
- Seek out new opportunities and drive them through the sales cycle to signed contract. Lead the Sales process in a structured manner from lead generation to contract.
- Maintain C-level customer relationships beyond and plays a pivotal role as a trusted customer advisor.
- Engaging the decision makers using solution selling process, business case discussion, presentation and presales support activities.
- Reporting directly to the Country Head – Indonesia and functionally to Asia Pacific – Telecom Vertical Head, produce regular reports relating to sales process and customer development progress status.
- Contribute to Account Plans, Sales Strategy and Forecasting.
- Accountable for achieving sales order targets and revenue delivery targets.

Requirements:
- At least 10 years of experience in business development or sales management.
- Telecom industry knowledge essential.
- Excellence in inter-personal and communication skills.
- Good experience of IT Services or solutions sales.
- Always thinking out of the box, creative, persuasive and innovative in formulating, marketing strategies towards achieving and exceeding sales targets.
- Must be comfortable in dealing with different levels of clients from project managers up through to senior executives at the level of CIO, COO, CEO.
- Proven customer relationship skills, with experience in interfacing with customers, at Executive/Director level in both business and technology, on a regular basis.
- Willing to travel.
- Must be persistent, possesses high integrity and is fast-paced.
- Must have good client network with MNCs and GLCs.
- Willingness and ability for quick learning of TCS and customer segments.
- Ability to structure winning solutions in close consultation with various teams.
- High energy level to sustain and juggle changing priorities.

Client Partner – Large Accounts

Job Description
- The Client Partner will be responsible for wining new and profitable business in a set of large existing clients across Industry verticals.
- The client partner will be responsible for managing a max of 3-4 accounts.
- Seek out new opportunities, and drive them through the sales cycle to signed contract. Lead the Sales process in a structured manner from lead generation to contract.
- Maintain C-level customer relationships beyond and plays a pivotal role as a trusted customer advisor.
- Engaging the decision makers using solution selling process, business case discussion, presentation and presales support activities.
- Reporting directly to the Country Head – Indonesia relating to sales process and customer development progress status.
- Contribute to Account Plans, Sales Strategy and Forecasting for the identified set of accounts.
- Accountable for achieving sales order targets and revenue delivery targets within the defined set of accounts.

Requirements:
- At least 8 years of experience in Account Management, business development or sales management.

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- Excellence in inter-personal and communication skills.
- Excellent relationship management skills.
- Good experience of IT Services or solutions sales.
- Always thinking out of the box, creative, persuasive and innovative in formulating, marketing strategies towards achieving and exceeding sales targets.
- Must be comfortable in dealing with different levels of clients from project managers up through to senior executives at the level of CIO, COO, CEO. Proven customer relationship skills, with experience in interfacing with customers, at Executive/Director level in both business and technology, on a regular basis.
- Willing to travel.
- Must be persistent, possesses high integrity and is fast-paced.
- Willingness and ability for quick learning of TCS and customer segments.
- Ability to structure winning solutions in close consultation with various teams.
- High energy level to sustain and juggle changing priorities.

If you meet the requirements above, please kindly send your CV to: parag.w@tcs.com and cc: ymardhiana@binus.edu

Tata Consultancy Services
Level 16-F, Menara Prima Building
Jl. Lingkar Mega Kuningan Block 6.2
Jakarta 12950, Indonesia.
Phone: +62 2157947951
www.tcs.com

PT IndonesiaWISE

IndonesiaWISE is a leading international management consulting company specializing in strategic advisory, emerging markets expertise, transformational management development and thought leadership guidance. These services are built around our pioneering consulting platform Winning-Innovation-Sustainability-Excellence™

Vacancies exist at IndonesiaWISE and also at our clients who are leading manufacturing & services companies.

The following competencies are expected — subject knowledge & technical expertise, drive, a pleasing customer service oriented personality, strong interpersonal skills, excellent communication and business presentation skills, good English proficiency, multi tasking abilities, ethical values, positive attitude and capacity for quality focused hard work. Academic background, track record and range of interests are also important considerations. Candidates will be required to submit proper references and attend multiple rounds of interviews. Candidates must be specific when applying and refer to vacancy code indicated. Candidates who jump jobs every 6-12 months need not apply.

Only short listed candidates will be contacted.

Engineering (Mechanical, Civil, Instrumentation, Chemical, Industrial) - Vacancy Code IWIE01
(Graduate, working experience necessary, ability to relocate to Bekasi, Cirebon, Purwakarta, Medan etc. Please specify relocation capability)

Information Technology—Vacancy Code IWIIT02
(Graduate, working experience necessary, IT software specialization (e.g Oracle, SAP etc), ability to undertake project assignments outside Jakarta.)

Marketing —Vacancy Code IWMC03
(Graduate, work experience necessary, ability to relocate outside Jakarta.)

Human Resources—Vacancy Code IWHR04
(Graduate, work experience necessary, ability to relocate outside Jakarta including factory campuses.)

Strategic Consulting—Vacancy Code IWSC05
(Graduate with experience of client servicing and demonstrated industry expertise. Jakarta based role but requires project related travel.)

Remuneration & benefits will be benchmarked against industry and selected candidates will have long term career development opportunities. Please send updated CVs to Ibu Denok Sri Wilujeng (denok@IndonesiaWISE.com) by 15 June 2012.

PT IndonesiaWISE
One Wolter Place, Jl. Wolter Monginsidi No 63B
Kebayoran Baru, Jakarta 12180.Indonesia
Tel (62 21) 739 5164/65, Fax (62 21) 739 5604,
www.IndonesiaWISE.com

PT Asuransi Allianz Life Indonesia

In 2011, Allianz was listed as the 27th on the Fortune Global 500. In Indonesia, Allianz Life is one of top 5 Life Insurance Company. It has > 600 employees and > 14000 agents in Indonesia. Since as of 2008, we started one Target Operating Model which means we have positioned ourselves as one Allianz (because in Indonesia, there are 2 Operation Entities which are Allianz Life and Allianz Utama). Allianz Utama has > 300 employees. Currently, we are looking for the candidates of Apprentice Program as:

Assistant to HR Director (3 – 6 month)

Job Description:
With Target Operating Model which was introduced by Allianz Group. Allianz Life and Allianz Utama in Indonesia is required to work together under one strategic function (shared service) HR Dept is giving both service (shared service) to both company. The Job Desk is to assist HR Director in managing and monitoring her HR Projects such as Recruitment Projects, MPP Project, HRIS, etc.

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PT L'Oréal Indonesia

L'Oréal (www.loreal.com), one of Fortune Global 500 company, presents “REVEAL by L’ORÉAL” for talented students from top universities around the world.

"What R U up 4?" - Reveal your talent

REVEAL by L’ORÉAL is the new revolutionary Business Game that will help you confirm your professional path or discover what your future could be within a global business. Take a chance to dive into L’Oréal and find out which of our thrilling careers is the perfect match for you.


Visit and Play REVEAL: http://www.revealthegame.com/

Kleo Beauty Group

We are group of company consist of 3 business line. The first is high end beauty salon business, located in the 4 prime area in Jakarta. The second business line is private label pharmaceutical manufacturing dedicated to serve African market. The third is in land transportation serving palm oil plantation in Central Borneo.

Currently we are looking for:

IT Support

Job Description: The candidate will be responsible for IT support for the group

Requirements:
1. Bachelor degree in Information Management / Information Technology / Information System
2. 2 years experience as IT support is preferred. Fresh graduated is welcomed
3. Familiar with Windows, Windows Server, Web, Database SQL
4. Familiar with maintenance & troubleshooting hardware, software and network

If you are interested, send your CV to: hendipy@kleo-beauty.com and cc aputri@binus.edu

Kleo Beauty Group
Jl. Batu Tulis Raya No. 34 Jakarta Pusat
INFO & TIPS

Projects Are the New Job Interviews
by Michael Schrage of MIT Sloan Center for Digital Business
1:12 PM Thursday May 10, 2012

Resumes are dead. Interviews are largely ineffectual. Linked-In is good. Portfolios are useful.

But projects are the real future of hiring, especially knowledge working hiring. No matter how wonderful your references or how well you do on those too-clever-by-half Microsoft/Google brainteasers, serious firms will increasingly ask serious candidates to do serious work in order to get a serious job offer.

Call them "projeclications" or "appljicts." World-class talent will engage in bespoke real-world projects testing their abilities to deliver real value on their own and with others. Forget the "What's Your Greatest Weakness?" interrogatory genre; the real question will be how well candidates can rise to the "appljict" challenge and help redesign a social media campaign, document a tricky bit of software, edit a keynote presentation, produce a webinar or peer review a CAD layout for a contract Chinese manufacturer.

Exploitive? Perhaps. But most organizations have learned the hard way that no amount of interviewing, reference checking and/or psychological testing is a substitute for actually working with a candidate on a real project. I know advertising agencies that have an iron-clad, inviolable rule that they will only hire creatives who have successfully done freelance work with an account team. Similarly, a fast-growing Web 2.0 "software as a service" company doesn't waste its time asking coding candidates trick "Python" questions during job interviews; they have potential hires participate in at least two "code reviews" to see what kinds of contributors, collaborators and critics they might be.

Yes, candidates must sign NDAs. Yes, sometimes these sessions effectively pit a couple or three candidates against each other. But there's nothing fake or artificial about the value they're expected to offer. These organizations treat hiring as part of their on-boarding process. Hiring becomes more holistic rather than "over the wall." More importantly, everyone in the enterprise now "gets" that people only get hired if and only if they deliver something above and beyond a decent track record and social graph.

Ethically, the most interesting behavior I've observed is that firms exploring "projeclication" hires aren't asking for free labor. They're paying below-market rates for their candidate's insights and efforts. If I were a 20-something coder or a forty-something marketer, I'd undeniably have mixed feelings about giving my best efforts for discount compensation.

That said, it's worth something to know what it's like to really work with one's colleagues on a real project as opposed to the all-too-misleading charade of iterative interviews. To my mind, this approach is an order of magnitude more ethical than the "free" and unpaid internship infrastructure that has gotten so out of control in so many industries.

But just as many organizations have grown more skilful conducting Skyped interviews and using web-based quizzes and questionnaires as qualifying screens for candidates, my bet is we'll soon see new genres of project-based hiring shape enterprise human capital portfolios. Facebook and Linked-In are obvious venues for "app-sourced" — that's "app" as in applicant, not application — business project design. Increasingly, project leaders will design milestones and metrics that make incorporating job candidates into the process more seamless and natural. College graduates, MBAs and older job candidates will learn how to sniff out which "appljicts" are genuine invitations to success and which ones are sleazy bids for cheap labor. In the same way job candidates learn how to interview well, they'll get the skills to "appljict" well because they understand how to optimize their influence and impact within the constraints of the project design.

Ultimately, the reason why I'm confident that "projects are the new job interviews" is not simply because I'm observing a nascent trend but because this appears to be a more efficient and effective mechanism for companies and candidates to gain the true measure of each other. Designing great appljicts and projeclications will be a craft and art. The most successful utilizers will quickly be copied. Why? Because the brightest and most talented people typically like having real-world opportunities to shine and succeed.

Should your next hire come from a great set of interviews and references? Or from knocking your socks off on a project?

Link blog: http://blogs.hbr.org/schrage/2012/05/projects-are-the-new-job-inter.html

Michael Schrage
Michael Schrage, a research fellow at MIT Sloan School's Center for Digital Business, is the author of Serious Play and the forthcoming HBR Single Who Do You Want Your Customers to Become?

http://twitter.com/mitsmr/status/205904512521736192