



**The Globalization of Executive Search:
Professional Services Strategy and Dynamics in the
Contemporary World (Routledge Studies in
International Business and the World Economy)**

Jonathan V. Beaverstock, James R. Faulconbridge, Sarah J.E. Hall

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Executive search, headhunting, is now one of the archetypal new knowledge intensive professional services, as well as a labor market intermediary bound up with globalization. In this book, the authors examine the key actors in the process of executive search globalization – leading global firms – and offer an interpretation of the forces producing the contemporary organizational strategies of global executive search. *The Globalization of Executive Search* documents the forms of institutional work that have legitimated the role of executive in elite labor markets and created demand for the services of global firms; this exposes not only the changing geographies of executive search, but also how executive search has established itself as a new knowledge intensive professional service. The authors reveal how the globalization of executive search is exemplary of the processes by which a range of new knowledge intensive professional services have come to be globally recognized, approaching the heart of contemporary capitalism.

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