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conferred by organizational position, contract professionals depend on the micro-processes of communication to demonstrate their command of occupational practice and commitment to a client's goals.

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Freelancing Expertise Contract Professionals In

"Freelancing Expertise is an innovative, accessible, and insightful sociological analysis of the dilemmas contract professionals face and address as they navigate risk and seize opportunities in the open labor market of the new economy. Based on her in-depth interviews and close observation of freelance writers, editors, programmers, ...

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Freelancing Expertise: Contract Professionals in the New Economy (Collection on Technology and Work) Debra Osnowitz Contract work is more important than ever?for better or for worse, depending on one's perspective. The security once implied by a full-time job with a stable employer is becoming rarer, thereby erasing one of the

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(Excerpt) This book is about contract professionals, people such as Ben and Emily who sell their expertise in a market for their services. Contract professionals are mobile workers hired temporarily to apply specific knowledge and skills. Rather than salaries, they receive hourly wages or, less often, project fees. Rather than having employers, contractors have clients, with whom they forge ...

[SYVD]? Freelancing Expertise: Contract Professionals in ...

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2 Freelancing Expertise A white man in his early forties, college educated and middle class, Ben saw himself on the cutting edge of a trend. For six years he had been work-ing as a "freelance consultant," or contractor, from the suburban home he shared with his wife and two daughters. There he had the of? ce equip-

Freelancing Expertise: Contract Professionals in the New ...

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Freelancing Expertise: Contract Professionals in the New ...

Freelancing Expertise is a qualitative study of decision making, work practices, and occupational processes among writers and editors who work in print and Web communications and programmers and engineers who work in software and systems development. Debra Osnowitz conducted sixty-eight extended interviews with representatives of both groups and twelve interviews with managers and recruiters, observed four different work settings in which contractors work alongside employees, and monitored ...

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