



# BIOR

The British  
Institute  
of Recruiters

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**New**

## Complete Recruiter *Express* - Online

**Learn at your desk, in your own time,  
at your own pace!**

**Complete Recruiter *Express*** enables you to train your people quickly. This course is not tutored which means consultants have access to all of the material on day 1 and can complete it as quickly as they want to.

**Don't risk your growth - Get your people professionally trained now!**

A fast paced course to train your new recruiters and get them recruiting quickly!

Covering Permanent, Contract & Temporary markets, consultants will receive 16 Units of learning covering the key steps of the recruitment process:

### The 16 Units will cover:

- Introduction to Recruitment
- Introduction to Resourcing
- Candidate Interviewing
- Introduction to Head Hunting
- Presenting roles to candidates
- Candidate Control, Commitment & Exclusivity
- Generating leads from candidates
- Expanding your network – referrals and references
- Building your Desk
- Structuring a new business conversation
- Objection Handling
- Taking a Job Spec
- Candidate Interview Preparation
- Candidate Interview Debrief
- Client Interview Debrief
- Pre Close, Close & Placement Management

#### Course Fees

**£295 per person (BIOR Members)**

(BIOR members - email support@ior.org for your discount voucher code)

**£325 per person (Non members)**

**BOOK NOW**

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