New

The Complete Recruiter Course - Bill Faster!

1hr per day at your desk for 28 days
Online will full tutor support

The 28 Units will cover:

- ★ RESOURCING & RESEARCHING
- ★ CLIENT DEVELOPMENT
- ★ PROCESS MANAGEMENT
- ★ PERSONAL EFFECTIVENESS

Covering permanent, contract and temporary markets, consultants will undertake 28 Units learning every step of the recruitment process, as well as equipping them with tools and techniques to fast track their performance.

The course is officially recognised as **IOR Accredited CPD**, earning learners individual membership of the IOR and the right to use '**Assoc IOR (CPD)**' post nominal letters after their name.

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

Book Now

0871 288 2108

accounts@theior.org.uk

www.studycourse.org

Institute of Recruiters
The Professional Body for Recruiters & HR

Official IORCPD

New

The Complete Recruiter Course - Bill Faster!

The course will train your people in every step of the process and will cover:

RESOURCING & RESEARCHING

1. Introduction to recruitment
2. Introduction to Resourcing
3. Candidate Interviewing
4. Head Hunting
5. Presenting roles to candidates
6. Candidate Control & Testing Commitment
7. Candidate Lead Generation
8. Expanding your Network

CLIENT DEVELOPMENT

9. Building your Desk
10. Structuring a new business conversation
11. Objection Handling
12. Taking a job spec, clarifying urgency & closing for interview commitment
13. Marketing candidates to clients
14. Selling Exclusivity
15. Selling Retained Searches
16. Selling working interviews
17. Fee Negotiation

PROCESS MANAGEMENT

18. Candidate Interview Preparation & testing commitment
19. Client Interview Preparation & testing commitment
20. Candidate Interview Debrief & Pre-Closing
21. Client Interview Debrief & Pre-Closing
22. Pre-Close, Close & Managing through to start date

PERSONAL EFFECTIVENESS

23. Time Management
24. Managing your Mindset
25. Self Analysis
26. Essential Law & Legislation
27. Recruiting within the law
28. Programme Assessment & Graduation

COURSE PRICES

Option 1. £495 per person

Option 2. Company Training Hub £300/Mth Unlimited Package

As a hub you can run the course internally as often as you like, with unlimited learners. It becomes your internal induction & training programme.

Email support.team@theior.org.uk to buy or organise a free demo.

IOR MEMBERS

Offer. £450 per person

email support.team@theior.org.uk to buy at this discounted rate

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