

New

The Complete Resourcer Course

**The best induction for new resourcers
and recruiters**

1 hour per day at the desk for 14 days
online with daily tutor interaction

The 14 Units will cover permanent and contract market places:

Introduction to recruitment – what the recruitment process is and how to control each step

Introduction to Resourcing – how candidate markets work and what methods attract which type of candidates

Candidate Interviewing – how to interview, qualify & minimise deal breakers

Head Hunting – how to approach passive candidates and close for calls backs and CV's

Presenting roles – how to engage candidates and close for commitment

Candidate Control – how to build rules of engagement & test commitment, selling exclusivity

Candidate Lead Generation – how to generate business leads

Expanding your Network – how to generate referrals & references to build your candidate and client target lists

Candidate Interview Preparation & testing commitment

Competency Interviewing – how to structure questions and prepare your candidates for competency based interviews

Candidate Interview Debrief and Pre-Closing Time Management – goal setting, planning & prioritization

Recruiting within the law

When you invest in an online course with the IOR your learners will:

Learn at their desk via the IOR's revolutionary online learning platform
Studycourse.org – on the job learning which is flexible and practical

Receive an IOR certificate validating their learning and letters
after their name – **Assoc IOR (CPD)**

Receive individual **professional membership of the IOR** – demonstrating
their commitment to best practice

Receive on going help, support and individual feedback from their tutor
– making our courses the only online courses with
personalised tutor contact

Course Fees

£295 per person (IOR Members)

(IOR members - email support.team@theior.org.uk for your discount voucher code)

£325 per person (Non members)

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