



# Resourcing & Candidate Management

## Course Overview

Get the upper hand on the competition by learning how to identify, profile, qualify key talent, forge great relationships and manage candidates through the recruitment process.

Each workshop is led by a highly skilled trainer and consists of 2 four-hour sessions using Zoom Video conferencing, making the content more easily digestible and effective.

### AGENDA HIGHLIGHTS:

- Learn the skills required to develop meaningful candidate relationships
- Learn strategies to create sustainable resourcing plans which meet future client recruitment needs
- Develop a clear structure to candidate qualifications ensuring full understanding of their wants/needs
- Understand the process to identify candidates unique selling points enabling effective candidate marketing
- Understand how to add value to your candidates, by working as a genuine career advisor
- Learn how to access passive candidate talent pools unique to your business
- Discover ways to mitigate risk and protect your placements

### TARGET AUDIENCE:

- Service Delivery Consultants/Resourcers and Researchers that are new to the industry
- Service Delivery Consultants/Resourcers and Researchers that are seeking a 'back to basics' refresher
- Mentors/Team leaders/Managers that are supporting employees in service delivery roles who require new training/coaching ideas.

### TRAINERS:

Tracy Whiting-Iqbal, Charlotte Clark, Sara Alvarez & Tim Norton

### LEARNING OUTCOMES:

- This course is part of the APSCo Foundation Recruiter programme which includes Recruitment Sales and Growing Client Relationships.
- Understand the developments in recruitment processes and key capabilities required
- The ability to develop strategies to map key candidate personas
- Identify the steps required to build a robust resourcing strategy
- Have a clear process to effectively qualify candidates
- Have a clear action plan to develop strong networks which drive performance

### INVESTMENT:

#### OPEN COURSE – Cost per head:

Virtual £430.00 plus VAT pp

#### IN COMPANY COURSE -

prices are based on 8 delegates\* plus Trainer expenses

Virtual £1990.00 plus VAT pp

Face to Face £2540.00 plus VAT pp

For further information on the above programme or to discuss your talent development needs, please call 020 3117 0914 or email [talentdevelopment@apSCO.org](mailto:talentdevelopment@apSCO.org)

Courses are available to APSCo members and non-members alike. For non-member prices please contact APSCo Talent Development.