

PERM RESOURCER PATHWAY



KICK START

Job Brief & Sourcing Candidates: Steps 1-4 of the Recruitment Process

- A complete job brief - 16.43
- Make a plan - 7.51
- Candidate sourcing - 12.06
- Candidate qualification - 12.43

Commercial Prospects for the Recruitment Industry

- Commercial prospects for the recruitment industry - 18.30
- Employment models & the market - 20.21
- Carve out a winning career - 20.01
- Critical support - 7.49



POWER UP

The Legal Stuff

- The legal stuff you need to know - 6.33
- Advertising and the law - 5.00

Permanent Candidate Care

- A great candidate experience - 23.32
- The craft of candidate management - 18.54
- Mastering candidate & client control - 10.44

Personal Branding on Social Media

- Personal branding on social media - 5.36
- Positive static branding - 6.52
- Tips to build your network - 3.31
- Positive active branding - 5.40

Candidate Sourcing & Management

- Advanced candidate sourcing & management - 7.49

Interviewing & the Law

- Interviewing & the law - 5.46

Compelling Research: A Foundation for Recruitment Success

- The value of research - 7.14
- Compelling evidence - 10.08
- A foundation for recruitment success - 11.23
- A sturdy summary - 9.08



INVIGORATE

Effective Online Copywriting

- Course introduction - 10.55
- A winning recruitment advert - 12.03
- What's my focus? - 7.47
- The key to creating great copy - 7.16
- Turn up the colour! - 0.21
- Focus on the target - 12.11
- Produce a great job advert - 11.58
- Write your advert - 6.53
- Course summary - 6.44

Effective Searching on LinkedIn

- Search overview - 15.12
- Detailed & Boolean searching - 15.06
- Connecting on LinkedIn - 10.45
- Client sourcing - 11.58
- The commercial search limit - 5.22
- Searching beyond 3rd tier - 13.33



INTENSIFY

Managing the Interview Process: Steps 5-9 of the Recruitment Process

- Consultant interviews - 15.42
- Presenting candidates to clients - 6.07
- Interview preparation - 13.45
- The client interview - 5.24
- Interview debriefing - 13.58

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STRENGTHEN

Greg Savage Consultant Series (Candidate Recruitment)

- The old game is over - 15.17
- Where the fun & the money is - 8.18
- Twitter tactics for social recruiting - 23.23
- Quick tips for social recruiting - 19.39
- The craft of candidate recruitment - 18.54

Jonathan Campbell's Expert Social Media Tips

- Recruitment SEO - 5.12
- Sourcing on social - 5.38
- Using Twitter to recruit - 4.43
- Social business development - 5.43



JUICE MASTER

Greg Savage Social Media Series

- Technology vs. human skills - 17.40
- A talent sourcing evolution - 8.30
- Social Media is about community & brand - 10.41
- Invest in a digital & social media strategy - 15.12
- A great candidate experience - 23.32
- Make the recruiter the rock star - 7.36
- Build a personal brand - 12.01
- Competing with clients - 14.24
- Cool tools for social media - 22.56
- Social media for client cultivation - 22.20

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