



PROFESSIONAL  
DEVELOPMENT  
TRAINING

# Recruitment and Selection Training

 5808 8521

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 1.0 DAY COURSE

Employees are a vital part in determining the success of a business.

Finding the best employees for each position requires strong recruitment strategies because top talent is hard to find. This Recruitment and Selection course from PD Training will help find the most qualified candidates, ensuring a successful and smoother running business.

These engaging, practical training courses are delivered throughout Hong Kong, including Central.

## What You'll Gain:

Your employees are a vital part of determining the success of your business. Finding the best employees for each position requires strong recruitment strategies. Top talent will not always find you. You must seek out people to fill the positions that you have open. Recruiting the most qualified candidates will ensure that your employees keep your company running smoothly.

## Outcomes

- Master the recruitment process
- Recognize the G.R.O.W. model & how to set goals
- Learn how to prepare for the interview & question process
- Identify & avoid bias when making an offer
- Discover new ways of retaining talent & measuring growth

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## Modules

**Lesson 1: Getting Started**

**Lesson 2: Introduction to Recruitment**



- Workshop Objectives

- What is Recruitment?
- Challenges and Trends
- Sourcing Candidates
- Requirements
- Case Study

### **Lesson 3: The Selection Process**

- Job Analysis and Descriptions
- The Approach
- The Recruitment Interview
- Testing
- Case Study

### **Lesson 4: Goal Setting**

- Using the G.R.O.W. Model
- Identifying Goal Areas
- Setting SMART Goals
- Using a Productivity Journal
- Case Study

### **Lesson 5: The Interview**

- Phone Interviews
- Traditional Interviews
- Situational Interviews
- Stress Interviews
- Case Study

### **Lesson 6: Types of Interview Questions**

- Direct Questions
- Non-Direct Questions
- Hypothetical or Situational Questions
- Behavioral Descriptive Questions
- Case Study

### **Lesson 7: Avoiding Bias in Your Selection**

- Expectancy Effect
- Primacy Effect
- Obtaining Bias Information
- Stereotyping
- Case Study

### **Lesson 8: The Background Check**

- Preparation
- Data Collection
- Illegal Questions
- Being Thorough without Being Pushy
- Case Study

### **Lesson 9: Making Your Offer**

- Outlining the Offer
- Negotiation Techniques
- Dealing with Difficult Issues
- Sealing the Deal
- Case Study

### **Lesson 10: Orientation and Retention**

- Getting off on the Right Track
- Your Orientation Program
- The Checklist
- Following Up
- Case Study

### **Lesson 11: Measuring the Results**

- Cost Breakdown
- Employee Quality
- Recruiter Effectiveness
- Fine Tuning
- Case Study

### **Lesson 12: Wrapping Up**

- Word from the Wise



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**Talk to our expert team**

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