Recruiting Leadership Lab Core 1: Silicon Valley

Intensive, Scenario-Based, Hands-On Training for Corporate Recruitment Leaders

We help Recruiting Managers Build Strategy, Influence Execs, & Lead Recruiters

What Will You Learn?

- **How to Create and Communicate Recruiting Strategy**
- **How to Build and Present a Quality Business Case**
- **How to Influence Executives**
- **How to Lead and Deploy Process Change Across your Organization**
- **How to Help Your Recruiters Become Talent Advisors**

Plus peer-to-peer networking with 20 other corporate recruiting managers from across the US.

When: November 7-8, 2017
- Tues 8am-5:30pm + Dinner
- Wed 8am-4:30pm

Where: Mountain View, CA
Tuition: $2,500 USD
Register: www.RecruitingLeadershipLab.com

Recruiting Leadership Lab Alumni:

amazon YAHOO!
PEPSICO Nestlé
STARBUCKS COFFEE NIKE Deloitte.
facebook Zillow

Recruiting Leadership Lab Faculty

John Vlastelica leads Recruiting Toolbox, a consulting firm that's helped companies like Nike, Google, Booking, PepsiCo, Yahoo!, TripAdvisor, Starbucks, Groupon, Uber & Salesforce recruit better. John has led recruitment functions as a recruiting director for Amazon & Expedia.

"Amazing. I put my learning to use before I made it back to the office" Nike

"Best workshop I have taken for my own career development" Yahoo!

"5/5! Very practical" PepsiCo

"Learned how to build strategy and turn recruiters into talent advisors" Booking.com

"Powerful frameworks and tools for me to use on the job. 5/5!" Nestle

"Brilliant!" Expedia

recruiting toolbox

Questions? Email john@recruitingtoolbox.com
or go to www.RecruitingLeadershipLab.com

LEADERSHIP LAB ℠

Activity and Focus	Competency Development
Introductions / Defining Success for a Corporate Recruiting Leader	
Strategy: **Building a Recruiting Strategy for a Major Hiring Initiative** Work through a hands-on scenario where you will build and learn the inputs, outputs, and communication plan required to create, deliver, and project-manage a quality recruiting strategy for a big hiring request.	Problem Solving; Setting Direction; Strategic Thinking; Influence; Executive Presence
Building the Business Case: **What it Really Takes to Influence and Get Funding** Dive into scenarios that require you to structure the right justification to influence business leaders and secure funding for your new project, a new recruiter headcount, or a business request, including tips for avoiding the 5 biggest mistakes recruiting leaders make when building a business case and how to use metrics to influence.	Business Acumen; Problem Solving; Setting Direction; Strategic Thinking; Influence; Communication
GroupSolve Open Q&A and Best Practice Sharing with Peers	
Leading Change: **Managing, Leading and Deploying Change** Large group discussion and scenarios where we work through real-world change leadership scenarios related to process changes, role changes, and tool adoption. How do we get recruiters and hiring managers to follow the process? We'll share practical strategies.	Leadership; Organizational Savvy; Influence; Diagnosing Root Issues
Team Development: **Creating a More Consultative, Strategic, Influential Recruiting Team** Tackle scenarios that require you to help your recruiters become Talent Advisors with the hiring managers they support. Learn how to coach, position your recruiters with the business, leverage SLA concepts and push back.	Team Leadership; Setting Direction; Strategic Thinking; Business Acumen
Setting Priorities: **Leading via Prioritization** Work through scenarios that require you to prioritize, make tradeoffs, and push back on unrealistic requests. Learn how to leverage prioritization criteria and a clear sense of your team's core value proposition to focus your team on the right reqs and the right activities.	Setting Direction; Strategic Thinking; Leadership; Business Acumen

"Loved it! 5/5. Learned prioritization, strategy, development of my team, coaching. Really tied the content to real world situations we face."
- *Recruiting Manager, Amazon.com*

"Great energy, real stories, real experiences to work through. 5/5!."
- *Recruiting Manager, Etsy*

"The materials were so very relevant. The stories were engaging. And the environment is open and welcoming, where everyone is encouraged to participate. Excellent! 5/5!"
- *Associate Director of Recruiting, KPMG*

"One of the most targeted and relevant trainings I've attended in my career….spot on, great value."
- *Staffing Manager, Microsoft*

"Very relevant and useful to my role in recruiting, and very knowledgeable instructors."
- *Recruiting Manager, Facebook*

"It's been almost a year since I attended, and I still use my workbook; my recruiters are used to seeing it come out at our staff meetings now."
- *Sr Manager, Talent Acquisition, PNC Bank*

"I am very skeptical about training, but you convinced me training can add real value. 5/5! Thank you."
- *Head of Tech Recruitment, Zalando*

"Awesome. This did not suck! I learned key strategies to immediately use in my job."
- *Manager, Technical Talent Acquisition, Workday*

"I was collaborating with and learning from my peers while being led by an industry expert. Quality of the attendees and workshop was top rate."
- *Sr. Director, Staffing and Mobility, Lam Research*

"Right on point, very practical, no fluff here. 5/5!"
- *University Recruiting Manager, Pinterest*

"Very practical – learned ways of thinking, communicating…and have templates to take back and use. 5/5!"
- *Recruiting Manager, Zillow*

"Overall, 5/5! Will be sending my team members."
- *SVP, Recruiting, Two Sigma*

"So valuable to take back to my teams. 5/5!"
- *Manager, Talent Acquisition, Starbucks*