

Recruiting Leadership Lab Core 2: Seattle

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

What Will You Learn?

- How to Create a Culture of Recruiting with your Business
- How to Diagnose, Coach, Manage and Measure Recruiters and Sourcers to Drive Performance Improvements
- How to Engage and Influence with Metrics
- How to Scale and Leverage Best Practice Pipelining and Interviewing Processes to get Speed and Quality

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

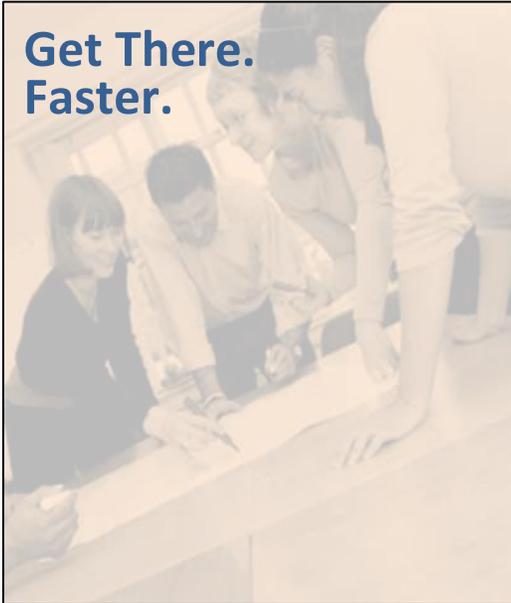
When: September 12-13, 2017
▪ Wed 8:00am-5:30pm + Dinner
▪ Thurs 8:00am-4:30pm

Where: Seattle, WA

Tuition: \$2,500 USD

Register: www.RecruitingLeadershipLab.com

Get There. Faster.



Recruiting Leadership Lab Alumni:



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.

**We help
Recruiting
Managers
Lead, Coach,
Manage,
Influence,
and Scale**

"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

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

"Brilliant!" Expedia



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



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Activity and Focus	Competency Development
Introductions / Defining Success for a Corporate Recruiting Leader	
<p>Culture of Recruiting: How to Engage the Business and Create a Culture of Recruiting Ownership Work through scenarios where you will influence execs and hiring managers to get them more engaged in sourcing, interviewing, and closing candidates. Learn how to frame recruiting differently, so that the business sees recruiting as part of their core job, not a favor they do for us in their spare time. Share best practices for empowering our recruiters to better leverage our hiring managers, and best practices for enhancing the recruiting capabilities of our hiring teams.</p>	<p>Problem Solving; Setting Direction; Strategic Thinking; Influence; Executive Presence</p>
<p>Recruiter Performance: How to Manage and Measure Recruiters and Improve Their Performance Dive into discussions and scenarios that require you to build recruiter and sourcer expectations, diagnose and improve performance issues, and manage recruiters against weekly goals. Learn the core topics you should cover in every 1:1 meeting, and the most common root issues that cause performance issues and hurt our relationships with our recruiters. Learn how to diagnose, coach, share performance feedback, and reward in a way that engages and motivates.</p>	<p>Team Leadership; Setting Direction; Strategic Thinking; Influence; Coaching; Managing; Communication; Diagnosing Root Issues</p>
<p>Metrics: How to Engage and Influence with Recruiting Metrics Large group discussion and scenarios where we identify the critical recruiting metrics needed to engage the business, report on progress, and influence decisions. Learn what to measure, how to measure it, how to benchmark and talk about gaps, and how to improve key metrics. We'll talk about how to USE metrics and the right narrative to tell the story that will motivate people to take action. We'll focus on key metrics like hiring speed, conversion, hiring manager and candidate satisfaction, and the most important metric of all: hires vs plan.</p>	<p>Leadership; Critical Thinking; Analytics; Organizational Savvy; Influence; Diagnosing Root Issues</p>
<p>Scaling Process: How to Scale and Leverage Best Practice Processes to get Speed and Quality Tackle scenarios that require you to design new processes to help you and your recruiters scale the way you source and interview. Learn the foundational strategy and alignment elements needed before you undertake a big ramp up, and how to leverage different pipelining and interviewing models to scale while maintaining a high hiring bar.</p>	<p>Setting Direction; Strategic Thinking; Business Acumen; Scaling</p>
GroupSolve Open Q&A and Best Practice Sharing with Peers	

Feedback from Participants in Past Recruiting Leadership Labs (Core 1)

“One of the most targeted and relevant trainings I've attended in my career....spot on, great value.”

- Staffing Manager, Microsoft

“So valuable. 5/5!”

- Manager, Talent Acquisition, Starbucks

“Very relevant and useful to my role in recruiting, and very knowledgeable instructors.”

- Recruiting Manager, Facebook

“Loved it! 5/5. 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

“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

Hosted By:

