Hiring Management Webinars



Our webinars give your hiring executives and managers the ability to learn how to hire and retain top talent in a flexible presentation arrangement.

We present all our major on-site programs through webinars by breaking each one down into major components. **After just a one-hour webinar, your hiring managers will be able to implement the advanced techniques traditionally only available to major corporations.**

Learning and development for managers is one of the core reasons top talent will come to your company and why they'll stay.

Layered on top of the basic need to provide hiring executives and managers with the right tools is the fact that most employees will not work for average or mediocre bosses. **Do you provide the learning and education of your executives and managers to be exceptional in their hiring and retention of staff?**

Hiring Manager Webinar Course Catalog

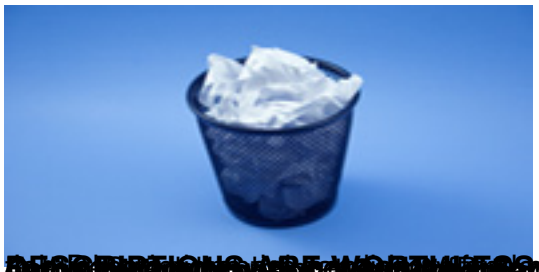
You're Not the Person I Hired - The Success Factor Methodology



In this webinar, we provide an overview of our **Success Factor Methodology**, focusing on the 5 simple steps you can implement in your own organization. Very few companies have structured training and programs for hiring and retaining top talent. A lot of companies give great lip service to the idea that people are their most important asset. Yet the specific strategies and tactics don't match up with the talk.
NOW you can give your hiring managers the gift of knowledge of how to hire and retain top talent.

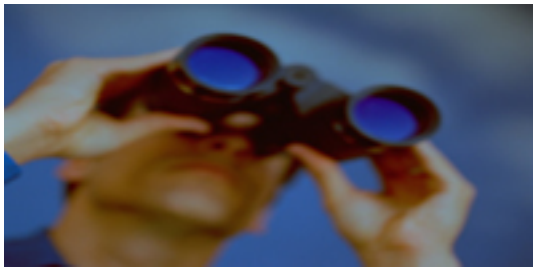
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Job Descriptions are Worthless



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Advanced Sourcing Techniques



Are you frustrated by the lack of great talent every time you have an opening? Most of the sourcing and finding of candidates is through traditional techniques that bring the bottom third of the candidate pool to your doorstep.
STOP
evaluating average and mediocre candidates.
In this program, we'll show you how to compel top talent to come forward, even if they already have a great job.

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Interviews are a Waste of Time - Advanced Interviewing



In this one-hour program of Advanced Interviewing Techniques, we uncover the secrets behind master interviewers. One of the most important skills hiring managers can possess is the ability to conduct an insightful interview that predicts future success.
In this program, you'll learn how to ask the
5 Core Interview Questions
and probe deeply with the
Magnifying Glass Approach to interviewing.

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Top 10 Hiring Mistakes



Prior to writing our book, ***You're NOT the Person I Hired***, we commissioned a research study

to identify the top 10 hiring mistakes. **I**
n this program, we review the most common mistakes made by hiring managers.
We'll cover each mistake in detail and describe which steps of the
Success Factor Methodology
overcome each error. If you apply just a few of the tactics described in this program, you'll dramatically improve your hiring accuracy.

Read More...

You're the Person I Want to Keep - How to Retain Your Top Talent



Once you've hired your outstanding new employee, **how do you keep them engaged, motivated, and passionate?** NOW the real work begins. Most companies have NO structured programs for retaining employees. Give your hiring managers the tools to retain their top performers.
Can you afford not to invest in keeping your best people?
In this program, we'll provide an overview of the best practices around creating an outstanding retention program.

Read More...

Non-Monetary Rewards and Recognition - How to Motivate Your Employees



Top talent will only perform to a standing ovation. If you're not rewarding and recognizing employees who go above and beyond the call of duty, hit the top quartile of performance, and demonstrate the values you want exhibited on a daily basis, then they'll go to greener pastures. **In this program, we'll cover the essential elements of a best practice non-monetary rewards and recognition program.**

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Open Roundtable Forum



This is really your webinar. We open up the questions and issues that you want to talk about. There is only one topic: what are your hiring issues? This is the forum to get these topics on the table and have an in-depth discussion with an expert. Think of this as our equivalent to the "open mic" on the radio. Only we promise to answer your questions and not hang up on you.

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Spotlight on Related Products for the Hiring Manager Webinars