



executive
directions

Recruiting Key Talent

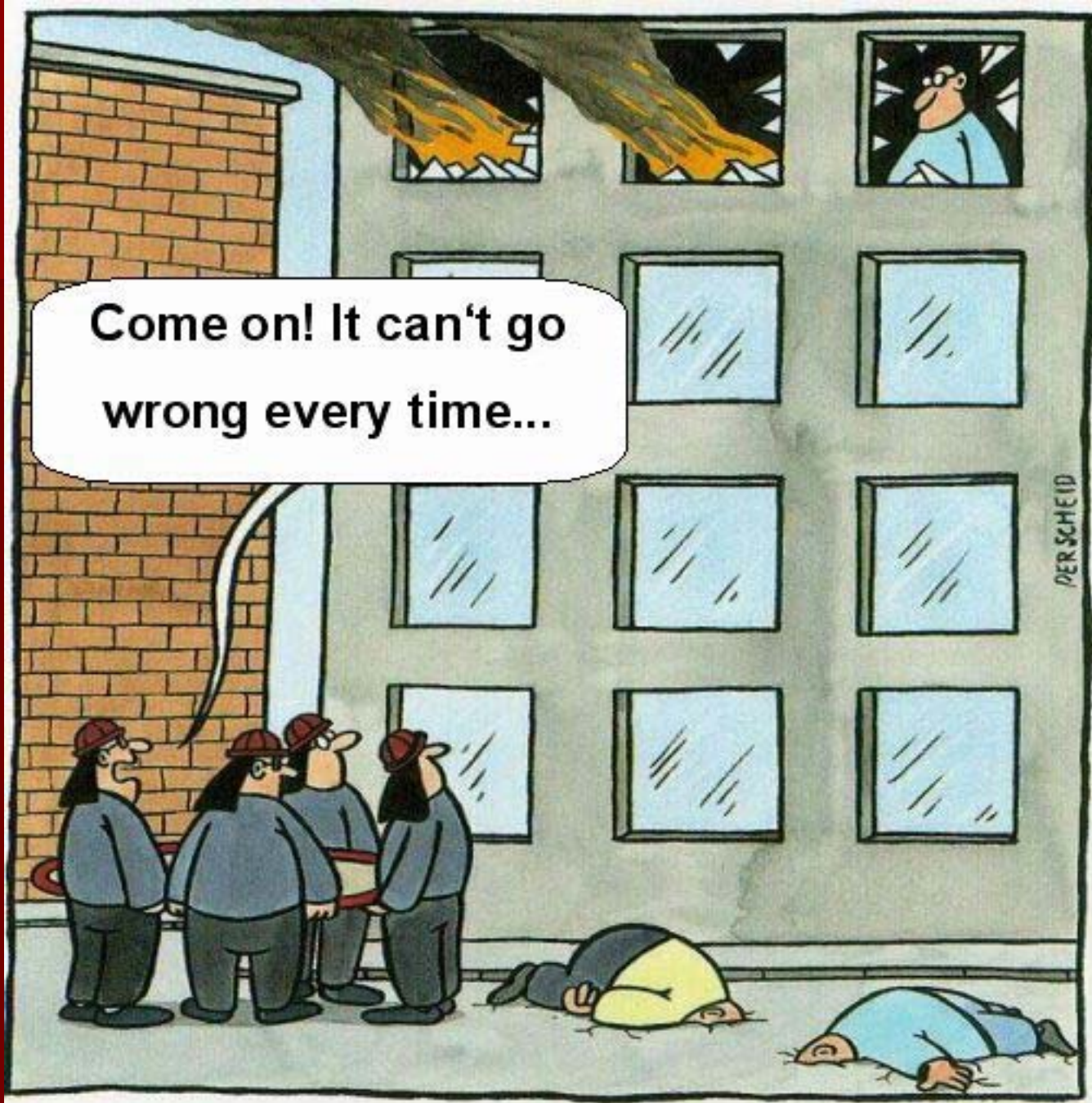


This Season

Your success comes through your people

Difference on company's bottom line of
top Vs poor performer is conservatively
80% of individuals compensation. Pysch
research in Australia

Come on! It can't go wrong every time...



Science of Recruitment

- Competency questioning
- Spoken language is 20-30% of communication
- Combine of recruitment tactics / tools most effective
- EQ and Tacit intelligence is an critical as IQ



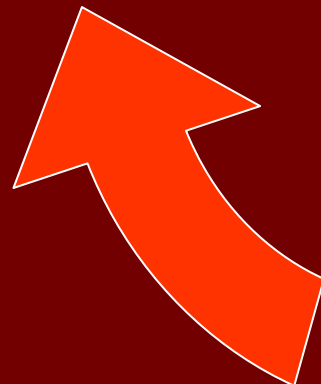
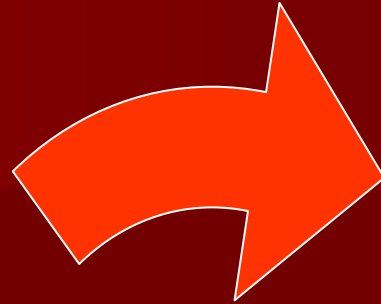
Art of Recruitment

- Harmony – effective team Vs compliant team
- Intuition Vs emotion
- Motivations Vs hobbies
- Working style Vs company name

Role dimensions

Talent brief

Competency & behavioural questions



SELL

- You are asking people to make life changing decisions
- Very competitive talent market
- You are getting chance to articulate common goal and objective