



The Recruitment Market – A Suppliers Guide Course Overview

The Recruitment Market – A Suppliers Guide workshop enables organisations that supply solutions into the recruitment market to gain an in-depth understanding of the target market, enabling them to offer a high value and knowledgeable service. Designed to assist suppliers in understanding the recruitment market, how recruitment organisations operate, and the trends and challenges facing recruitment businesses today. It will enable delegates to identify where they can add real value, providing them with the knowledge to nurture long lasting client relationships.

This is a full day training course delivered in-person or over 2-four hour sessions using Zoom Video conferencing.

AGENDA HIGHLIGHTS:

- The recruitment sector today
- The Workforce Ecosystem
- Identifying what recruiters do and how to add value
- Key trends in recruitment
- Growth drivers and barriers
- Legislation affecting the recruitment market
- How APSCo can help you in winning more business

TARGET AUDIENCE:

- Less experienced and new team members who are in / moving into client facing roles
- Experienced team members requiring a refresher on the recruitment market
- Those developing services for the recruitment market who wish to understand more
- Team Leaders/Managers who will be managing the above, in order to maximise the impact of their learning

TRAINER: Ruth Farrar

LEARNING OUTCOMES:

- Understanding the recruitment market, what it looks like and how it has evolved
- Provide a greater understanding of roles within recruitment businesses and who to target
- Recognise how your solution can help address the challenges facing recruitment businesses
- Knowledge of key trends in the recruitment sector, terminology, and legislation to immediately improve your productivity.

INVESTMENT:

OPEN COURSE – Cost per head:

Virtual	£425.00 plus VAT
Face to Face	£495.00 plus VAT

IN COMPANY COURSE –

prices are based on 8 delegates plus Trainer expenses

Virtual	£2145.00 plus VAT
Face to Face	£2795.00 plus VAT

For further information on the above programme or to discuss your talent development needs, please call **020 3117 0910** or email teri.etherington@apsco.org

Courses are available to APSCo members and non-members alike. For non-member prices please contact APSCo Talent Development.