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engagement, cold
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The Fundamentals.
In a nutshell, recruitment is a match making

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The service; finding a job and finding a person who wants that job. It is that simple. In recruitment lingo clients are the people with the jobs, candidates are the people looking for jobs. There are different ways in which the process can

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happen, but generally, the process works on a contingency basis meaning that the recruitment company gets paid when the client hires the candidate.

*Recruitment 101:
The Basics of a
Recruitment*

Page 16/32

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organizations lean
on our recruiter
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In his book,
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Fundamentals of
Scouting The
Purpose of
Scouting Scouting
exists to actively
engage and
support young
people in their

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The personal development, empowering them to make a positive contribution to society.

*Chapter 1:
Fundamentals of
Scouting | Policy,
Organisation ...*

Here are the 3
fundamentals of
recruiting 1)

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1) Interact - Over the phone, or in person, recruiters should be talking to candidates. 2)

Listen - It's not about you. It's about what the candidate needs.

3) Inform - Explaining our job needs, or selling an opportunity or a candidate.

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The

*3 Fundamentals of
Recruiting -*

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05: The

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Resources for this
module can be
found in the PDF
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(PowerPoint presentation) The learning for Module 5 is also available as e-learning. This can be found on the Module 5 Learners page of Member Resources.

*05: The
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These are my top 5
fundamentals that I
think every

recruiter should be
a pro at in order to
be successful.

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