

Building Employer Engagement

Overview

Relationships within employment services is a triangle of communications. Not only do you need great relationships with your clients, but you also need strong, personal employer relationships and strategies to keep employer/employee relationships positive.

This workshop focuses on how to grow your pool of potential employers and effectively connect and support your network to ensure it stays fresh and plentiful. You will be given real-world tools to take with you and use daily, as well as expert advice on communication and influencing to be able to move your clients into long-lasting and meaningful employment that serves all three parties.

Course content

- Be introduced to the A.C.T.I.V.E Model of relationship development
- Understand the power of great communication, rapport building and influencing strategies, to build a positive impact with your clients and potential employers, alike
- Discover who your stakeholders are and gain a deeper understanding of the labour market
- Gain practical strategies to develop relationships with the GROW Model of coaching
- Develop a communication guideline and action plan to use each day
- Develop your skills in integrity to gain trust
- Use values to match the right client to the right employer, increasing your chance of lasting employment

Who's it for

Frontline staff and consultants working with employers and job seekers.

Options

Time: 2 hours to a full day
Delivery: Easily tailored to suit
(In-house workshop, webinar, group delivery or individual coaching)



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