

Actions for Module 5 - Control and Building effective relationships



Now comes the hard bit! How are you going to put into practice what you have learnt today? This sheet is to help remind you what we covered and identify what actions you need to put into place.

Are you listening to understand?

Active listening requires your full attention, no distractions! Make a note of how often you do this, who with and what affect it had.

Have you asked all the right questions early in the process?

When making first contact with your clients and candidates, have you got all the information you need to start building that effective relationship? Make your 2 lists - one of candidate info gather questions and one for clients.

Don't forget - Red flags, use your intuition!

Have you used your 7P wheel?

What Are you actions for each P?

- Promoter Champion
- Probe for pain
- Prove Value
- People
- Power
- Politics
- Process

What can you replicate with your candidates?

Can you create your own P Wheel for your candidates? What would you include?