

## ACTIVITY 2.7.1



In your opinion:

- What are the reasons for employers choosing Job Brokers in general? How does this relate to the organisation's resourcing strategy?
- What are the characteristics of a strong partnership relationship and how can a Job Broker really add value to the organisation's resourcing strategy?
- What are enterprise's key selection criteria for choosing a Job Broker? What is the rationale behind organisations' different choices of recruitment agencies?
- What are the differences between building ongoing relationships and satisfying ad hoc recruitment needs? How can an ongoing relationship best add value to the employer branding process?
- What are the implications of quality over quantity when choosing a Job Broker and building a relationship?
- How do enterprises and Job Brokers become and remain involved and engaged with one another?
- How do organisations measure Job Brokers' performance?
- How do organisations and Job Brokers' maintain effective communications?
- If problems arise between them, how should they be resolved?
- What changing environmental trends and developments are affecting the relationship between employers and Job Brokers? And how might these changes shape the way in which both parties might work together in the future?

Discuss your thoughts with your group members:

