

ACTIVITY 2.3.2



Good job brokers have to be highly proactive in learning the employer's needs. Understanding and meeting these needs is the key to developing lasting employer relationships. Once you have established a good relationship you should raise the issue of human resource planning. For example, if the employer knows they will have a particular vacancy in the near future, you can start preparing clients with customised training. However, the bottom line is usually about getting the job filled – so if your organisation cannot help, put them in touch with another one that can. This will raise your profile and they are more likely to come back to you in the future.

For this activity, draft a plan where you prepare your clients (employers) to make their needs and expectations come to light in order to be understood and accomplished