

# Job finding and employer engagement

Develop the tools and strategies to achieve the best possible job match between the individual and employer

## Group booking options:

**Delivery:**  
Face-to-face  
Remote

**Participants:**  
8 to 12  
8 to 12

**Duration:**  
Full day  
5 hours (over two sessions)

Match the right person  
to the right job to  
improve sustainability

Enable your advisors  
to better understand  
employers' needs  
and job requirements

Give advisors the ability  
to build long-term,  
productive relationships  
with employers

*Sustainable employment is about finding the right job for the right person. This involves effective employer engagement, job analysis, profiling candidates and job matching.*

*This approach can achieve positive outcomes for all parties - candidates get sustainable jobs, employer partners get suitable employees and you get a job outcome.*

## What you'll learn

- Key considerations in job searching
- The five steps to successful employer engagement
- How to deal with objections
- Job analysis and matching - what makes a good match and real-life scenarios

## Who this course is for

Those working with individuals to find employment or training, such as supported employment teams, welfare-to-work/supported internship providers or employment support coaches.



*It was interesting to see how everyday tasks can be broken down and analysed. It was useful to have guidelines on how to deal with employers and job matching. Really liked interacting with colleagues, sharing experiences and best practice.*



Dee, IPES

## Course summary

We begin by exploring the five steps of job finding: Information gathering, approaching employers, meeting employers, dealing with objections and reaching agreement.

There is an emphasis on how to approach employers as effectively as possible – including preparation and objection handling.

Delegates will make individual plans to support how they'll approach employers, which they can implement after the course.

We'll examine job analysis, exploring both its benefits and the four key parts involved.

The knowledge is embedded by drawing on real-life examples and case studies.

Each delegate will get a range of tools and techniques which can be applied in the workplace.

Your organisation will get a summary of feedback to show the course's impact, and to identify any further learning needs.

The course has been developed in line with the Training Accreditation Programme methodology, an industry-recognised standard which structures training and embeds learning effectively.

## About us

Our expert team have been delivering workplace training to organisations from all sectors for decades, helping to shape culture and inclusivity of workplaces across the UK. We specialise in helping both employers and employees to develop the knowledge, confidence and capacity to effectively support colleagues and individuals

with a disability or health condition.

All our training is delivered by a team of experienced consultants, who have extensive knowledge and a practical understanding of workplace issues.

## Get in touch

To book, for more information or for a tailored quotation, contact us:



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