

# Recruitment

## MAP & Retention Master Plans



# THE HARD TRUTH ABOUT SOFT SKILLS

WHY WE NEED THEM



## Motivators

## Agitators

<b>Name</b> <small>Name this persona appropriately so that your team can reference it in future conversations.</small>	
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### THE BASICS

<b>Common job titles</b> <small>What job titles do they have?</small>	
<b>Location</b> <small>Where do they live? Would they relocate?</small>	
<b>Education</b> <small>What type of education do they have?</small>	
<b>Work experience</b> <small>How many years of experience do they have?</small>	
<b>Skills</b> <small>What skills should the ideal candidate have?</small>	
<b>Salary</b> <small>What is their current salary and expected salary?</small>	
<b>Career path</b> <small>How do they view their future career paths?</small>	

Hobbies

# ReEngineered Best Practices



THE PAPERWORK

THE PROCESS

THE PLAN	

THE PROBLEMS	THE SOLUTIONS FOR THEM	

THE 3P'S	