

U.S. Department of Energy - Oak Ridge Office
Training and Development Group
Training Course Bulletin

Course Name: LEADERSHIP DEVELOPMENT SERIES - WHO: THE “A METHOD” FOR HIRING WORKSHOP

Course Number: 002289

Session Number: 0043

To register: Access the TDG homepage and forward a completed electronic Training Request Form <http://www.ornl.gov/tdd/tddreq.htm>.

Description: This two-hour presentation will be offered on **Thursday, July 25th, 2013** from **2:00 pm to 4:00 pm (Eastern Time)**. Oak Ridge employees can participate in the Video Cast in **Building 545, Room 136**.

“The Economist”, “The Wall Street Journal” and “Fortune Magazine” all agree on one thing: the single biggest problem in business and federal service today is: “unsuccessful hiring”. The average hiring mistake costs an organization \$1.5 million or more per year and countless wasted hours. This statistic becomes even more startling when you consider that the typical hiring success rate of managers is only 50%. The silver lining is that the “who” problems are easily preventable.

Whether you are a third-tier Senior Executive or a new manager searching for the right people to help you complete mission requirements, it’s really all about “*WHO*”. Here’s some of what Dr. Smart plans to cover at this event:

1. What are the devastating costs of making hiring mistakes?
2. Why are most managers bad at hiring?
3. SCORECARD: How to create a blueprint of who to hire?
4. SOURCE: How to generate a flow of the best candidates?
5. SELECT: What to look for to pick the right one?
6. SELL: How to sell the ideal person on accepting a job at your company?

The session includes a significant amount of audience interaction including live demonstrations of the interview techniques, audience Q&A, and simple “takeaway tools and templates” to help attendees

maximize their organization's financial performance and their own career success.

Presenter:

Geoff Smart, Chairman & CEO
ghSMART & Company, Inc.

Audience: All Federal Employees
Vendor: DOE-Headquarters
Date(s): July 25, 2013
Time: 2:00pm – 4:00pm
Location: Building 545, Room 136
Slots: 20
Cost: No cost

For additional information, call (865) 576-1082.

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