

RCSA Digital Pass Webinar Library

Recruitment Essentials

Webinar Title	Aired Date
▪ Influencing without Power	23 rd October 2020
▪ Driving Measurable Value through Recruitment Metrics	22 April 2020
▪ On-Boarding the Candidate	21 February 2020
▪ Competency Interviewing	12 February 2020
▪ Writing with Influence	4 February 2020
▪ The Power of the Candidate	24 January 2020
▪ Recruitment Essentials: Qualifying & Controlling the Process	15 October 2019
▪ How to Avoid Being a One Hit Wonder Consultant (Account Management)	8 October 2019
▪ Why Developing your Strategic Client Relationship Matters	2 October 2019
▪ 12 Competencies of a Recruitment Consultant	24 September 2019
▪ Maximise Your Key Accounts	19 September 2019
▪ How to Write an Effective Job Advertisement	10 September 2019
▪ Crucial Conversations & How to Build Trust with your Clients	4 September 2019
▪ Developing Advanced Questioning & Negotiation Skills	2 August 2019
▪ How to Negotiate Up	25 July 2019
▪ Negotiating & Closing Strategies for Recruiters	4 June 2019
▪ Winning Over Hiring Managers	15 May 2019
▪ Time Management & Qualifying Skills	3 May 2019
▪ Critical Thinking in Recruitment	29 March 2019
▪ Fearless Cold Calling & Contacting	Part I , 6 Feb 2019 Part II , 12 Feb 2019
▪ Building your Network of Trusted Advisors	24 August 2018
▪ The Power of the Candidate	February 2018
▪ Talent Dynamics	14 February 2018
▪ Crucial Conversations: How to Build Trust with your Clients	1 Feb 2018
▪ Credible Communication: How to be a Trusted Advisor to your Client	18 November 2017
▪ Developing a Long-term (3 Year) Strategy for the First Time in a Growing Business	24 November 2017
▪ Breaking Bad Habits	3 November 2017
▪ Building Incentives that Actually Incentivise	31 October 2017
▪ Writing Job Advertisements that will Attract the Right Candidates	23 August 2017
▪ The Neuroscience of Feedback	19 September 2017
▪ How to Prepare your 'Pitch Team' to Win Business	18 July 2017
▪ How to Source & Attract Multi-Generational Talent	9 July 2019

▪ The Art of Influential Conversations	21 June 2017
▪ Competency Based Interviews: Part I & II	Part I, 12 May 2017 Part II, 2 June 2017
▪ How to Hang on to Refocus	23 May 2017
▪ How to Stop Great Candidates Disappearing	11 April 2017
▪ Forging Stronger Relationships to Make More Matches	31 March 2017
▪ Driving Measurable Value through Metrics	5 April 2017
▪ Managing your Time to Maximise your Productivity	28 March 2017

Sales

Webinar Title	Aired Date
▪ Pricing, Negotiation & Avoiding being Commoditised	27 th May 2021
▪ Professional Pricing: Pricing Models	9 th Feb 2021
▪ Abundant Sales: How to Get your Pipeline Overflowing with the Right Opportunities	11 August 2020
▪ Negotiation for the 360 consultant	23 June 2020
▪ Elegant Language to Pace & Lead	6 May 2020
▪ Working Smarter, Not Harder	7 April 2020
▪ Your Elevator Pitch as Bait	24 March 2020
▪ Structuring Sales & Consultative Sales	Part I, 4 March Part II, 1 April 2020
▪ Annual Business Plans that Achieve your Goals	11 December 2019
▪ How to Develop Consultative Phone Calls with Clients & Candidates	26 November 2019
▪ 3 Keys to Becoming an Empowered Leader	21 May 2019
▪ From Frustration to Flow	30 October 2018
▪ Relationship Selling Masterclass	14 November 2017
▪ Adapting Sales to Different Personalities	10 November 2017
▪ End of Year Business Development	5 December 2017
▪ How to Build an Effective Pipeline & Call Cycle	14 September 2018
▪ The Perfect End of Year BD Strategy	30 November 2018
▪ Looking to Double your Business in the Next 3 Years?	25 August 2017
▪ Grow Your Sales Through the Art of Questioning	19 July 2017
▪ How to Turn Cold Calls into Clients	4 July 2017
▪ How to Build Rapport in 23 Seconds	28 June 2017
▪ Word Sex Winning Words for Recruiters	23 June 2017

Personal Development

Webinar Title	Aired Date
▪ How to Give Unsuccessful Candidates Feedback that Lands	30 April 2021
▪ What is Emotional Intelligence and its relevance to Recruitment?	14 May 2020
▪ Your Authentic Brand & Professional Reputation	9 August 2019

▪ The EQ Interview: Finding Candidates with High EQ	11 April 2018
▪ How to Use Focus to Kick-Start the New Year	20 February 2018
▪ Situational Leadership II and Team Development	1 December 2017
▪ 25 Practical Tips on How to Improve your Mental Toughness	13 October 2017
▪ How Meditation Can Improve your Performance as a Recruiter	11 October 2017
▪ A Professional Mind-set for Recruiters	1 August 2017
▪ How to Build your Social & Emotional Intelligence	13 June 2017
▪ Neuroscience of Trust: 'How to Build Trust with your Clients	31 May 2017

Digital Marketing

Webinar Title	Aired Date
▪ Networking, Marketing & Sales Rituals for LinkedIn	4 May 2021
▪ 5 Steps for Automating your Candidate Pipeline	26 August 2020
▪ The LinkedIn Checklist to Navigate the New Normal	24 June 2020
▪ New Year, New LinkedIn: How to Boost your Online Profile	3 December 2019
▪ Master the Mind-set of a LinkedIn Thought Leader	10 October 2019
▪ Daily Rituals on LinkedIn to Keep You Top of Mind with your Connection	30 July 2019
▪ How to Develop a Content Plan & Schedule for Social Media	1 February 2019
▪ How to Audit your Team's LinkedIn Profile	3 October 2018
▪ How to Develop an Ideal Client Profile to Improve your Social Media Marketing Activity Focus	19 July 2018
▪ Networking Strategies for LinkedIn	16 May 2018
▪ How to Extend your Marketing Reach on LinkedIn with Groups & Showcase Pages	2 May 2018
▪ How to Develop an Ideal Client Profile to improve your Social Media Marketing Activity	14 November 2017
▪ Social Media for Prospecting	11 October 2017
▪ How to Use Simple Automation to Stay in Touch	20 September 2017
▪ How to Create a Great Story & Connect with your Clients	12 September 2017
▪ Digital Alternative to Job Boards	18 August 2017
▪ Recruiter Personal Branding 101	11 July 2017
▪ Using Content to Attract More Candidates & Clients	7 July 2017
▪ Your Staff and their Digital Profiles: Employee Brand Ambassadors	13 June 2017
▪ Why Video Should Be Your New Best Friend	6 June 2017
▪ Social recruiting - How to Build Talent Pools	26 April 2017
▪ Why your Digital Profile is so important?	24 March 2017

Procurement

Webinar Title	Aired Date
▪ Understanding What Makes Procurement Tick	27 June 2017
▪ Talking Tenders: Tips & Tricks	27 August 2020

Sourcing

Webinar Title	Aired Date
▪ Using Facebook for Talent Acquisition	30 th March 2021
▪ The Secret Source Collab	8 December 2020
▪ Digital Alternatives to Job Boards	3 April 2019
▪ Sourcing without LinkedIn	13 November 2018
▪ Boolean Strings Basics	17 October 2018
▪ How to Find Clients & Vacancies for your Agency	20 September 2018

Leadership

Webinar Title	Aired Date
▪ How to Lead, Manage & Engage Generations	27 November 2020
▪ Managing a Distributed Recruitment Team	1 May 2020
▪ Supporting Candidates to Navigate a World of Change	27 November 2019
▪ Unconscious Bias & Cultural Sensitivity	16 April 2019
▪ Values for Winning Teams: Creating a Foundation for Behaviours & Qualities which Drive Performance	22 March 2019
▪ Navigating Challenging Conversations	13 September 2018
▪ Leadership Skills for the Billing Manager	8 February 2018
▪ How to Give Feedback so even Donald Trump Would Listen	29 November 2017
▪ The Challenge of Leading & Managing Millennials	29 September 2017
▪ What is Collaborative Leadership? And Why does it Matter	22 November 2017
▪ Employee Engagement for the Recruitment Industry	1 September 2017
▪ How to Be an Influential Women in Business	30 August 2017
▪ Emotional Intelligence (EQ) Across your Recruitment Process	16 August 2017
▪ The Neuroscience of Leadership	15 August 2017
▪ How to Assess Emotional & Social Intelligence	7 July 2017

Work Health & Safety (WHS)

Webinar Title	Aired Date
▪ Due Diligence & Understanding Workplace Manslaughter	14 July 2020
▪ End of Year Business Development	5 December 2017
▪ How to Establish a Culture of Safety Excellence	16 October 2019

Legislation

Webinar Title	Aired Date
▪ Privacy Laws in Recruitment	4 November 2020
▪ Resolve Recruitment Fees Disputes Ethically & Professionally	28 February 2020
▪ Make Binding & Effective Agreements	27 February 2020



▪ Being Business Ready: Legal Tips – Traps for Agency Owners	<i>10 May 2018</i>
▪ Client Bids & Contracts: 5 Top Tips to Keep you in the Game	<i>15 February 2018</i>