

MBI ONSITE TRAINING: DETAILS & LOGISTICS

MBI COURSE OBJECTIVES: *Attendees will learn...*

- How to accurately identify a genuine High Achiever.
- The 3 essential attributes that ALL High Achievers have in common.
- The best predictor of future job performance.
- How to correctly assess motivation.
- What motivation-based interviewing is and why it's the most effective interviewing method.
- How to put an applicant at-ease so they will speak freely with you.
- How to write and ask effective interview questions.
- Why and how High Achievers are able to consistently produce above-average results.
- The common mistakes that interviewers make that lead to poor hiring decisions.

KEY BENEFITS: *Attendees will leave the workshop with...*

- A quantitative method for assessing an applicant's 'attitude' and 'passion'.
- The knowledge to compose powerful interview questions and interview guides.
- How to implement the motivation-based interviewing 'Hire ONLY High Performers' hiring standard.
- Concrete ways to decrease turnover.
- The tools required to immediately improve in your company's quality-of-hire, productivity and profitability.
- A clear understanding of the legal aspects of hiring, presented in a way you can easily remember (U.S. workshops only).

ONSITE WORKSHOP REQUIREMENTS: *Details & workshop logistics...*

- Time/Duration: 8:00 AM - 4:00 PM (*includes working lunch*)
- Capacity: Maximum 20 attendees per workshop
- Best Room Set-up: U-shaped table configuration
- A/V Requirements: LCD projector, projection screen, Audio (for videos)
- Supplies: Flip chart, markers, name tents
- Food & Beverages:
 - 7:45 AM - Coffee, Hot Tea. Bagels, muffins, danish and juice recommended.
 - 11:45 AM - Catered or box lunch
 - 2:00 PM - Snack Break: Soft drinks plus energy snack (cookies, chips, popcorn, etc.)