



Wm. Meier
& Associates

Outplacement
Consultants

INDIVIDUAL OUTPLACEMENT WORKSHOPS

1-ON-1 WITH A COUNSELLOR

TOPICS

Interviewing Techniques

- Responding to Open/Closed Ended Questions
- Discerning Direction of Conversation
- What To Do & To Not Do During Interview

Career Networking Avenues

- Networking To Generate Leads
- Using Associations/Memberships
- Turning Print Articles Into Hot Contacts
- Contacting Head Hunters

Handling Interview Fear

- Preparing Your Responses
- Keywords To Know & Apply
- Understand Barriers to Conversation
- Strategic Frameworks to Work In

Developing Dialog

- Identifying Needs
- Using Reflective Questions
- Transitional Phrasing
- Structural Considerations of Dialog Builders

Converting Experience

- Identifying Expertise
- Key Words

Negotiating Salary & Compensation

- Salary Range Considerations
- Renegotiating The Offer
- Justifying Expectations
- Candidate Screening Issues

Overcoming Objections

- Acknowledging, Deflecting and Redirecting to Strengths
- Seeking and Overcoming Unspoken Objections