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Fireside chat with *Madeline Laurano*,
Founder of Aptitude Research Partners



Sarah Wilson

Head of People
SmartRecruiters



Madeline Laurano

Founder
Aptitude Research

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What does Hiring Success mean to you?



Sarah Wilson

Head of People
SmartRecruiters



Madeline Laurano

Founder
Aptitude Research

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What are today's TA leaders getting right to
achieve Hiring Success?



Sarah Wilson

Head of People
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Madeline Laurano

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What are the main sourcing challenges organisations have to address today?



Sarah Wilson

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Which are the best practices sourcers should follow?



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What is driving the demand for CRM technology?



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Should technology follow process?



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Where does CRM fit into the existing Talent Acquisition tech stack?



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What are the risks of not investing
in CRM technology right now?



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What are the most important factors to consider when choosing CRM technology?



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What does an informed selection process for CRM look like?



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How can TA leaders deal with pushback when acquiring new tech?



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What is the best advice you can give to TA leaders aspiring to transform their function?



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Audience Q&A



Sarah Wilson

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Madeline Laurano

Founder
Aptitude Research

CRM: PROACTIVE HIRING IN A CANDIDATE-DRIVEN MARKET

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Thank You to our Partners



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