



Recruiting, Hiring & Training



What is a Recruiting, Hiring & Training Benchmark Review?

The Recruiting, Hiring and Training (RHT) Benchmark Review by COPC Inc. gives you a quick yet detailed overview of your people acquisition and training processes and provides specific recommendations for improving them.

Our RHT Benchmark Review is a structured and proven approach to analyzing details such as organizational design, minimum skills and job definition; recruiting, hiring and training processes and performance; and attrition.



At the end of this onsite assessment, we will provide a road map to transform your recruiting, hiring and training process, leading to service delivery improvements, productivity gains, a better customer experience and increases in revenue and profitability.

Do You Need a Benchmark Review by COPC Inc.?

If one or more of the following issues is true for your operation, you need an RHT Benchmark Review:

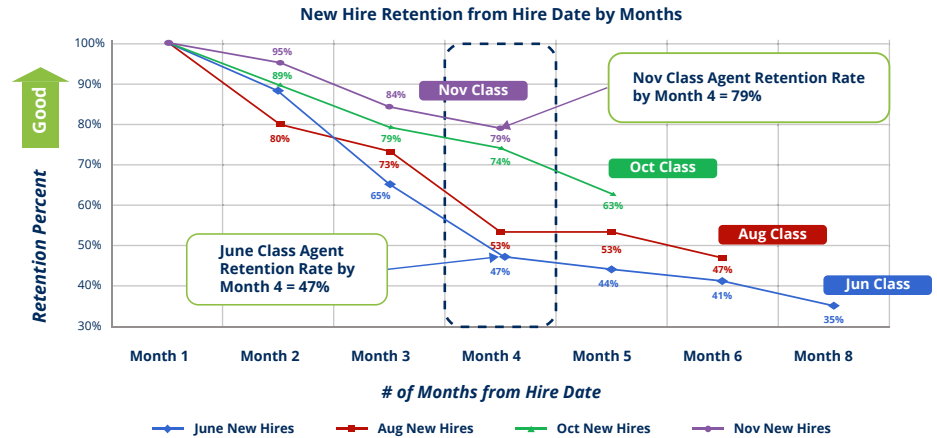
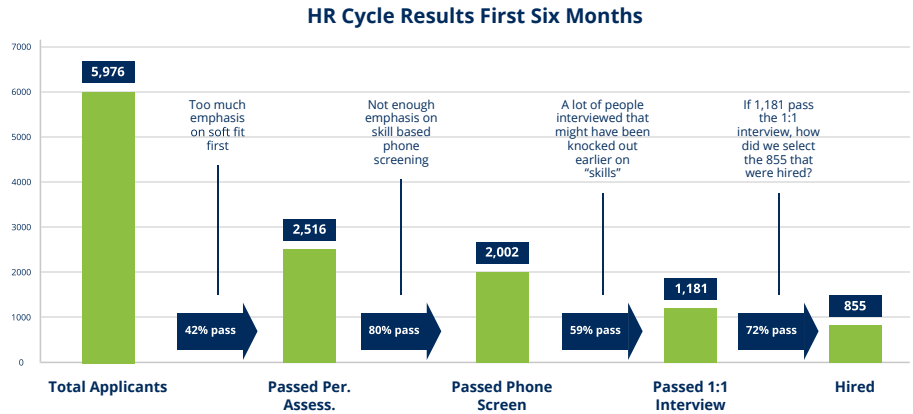
- Your recruiting, hiring or training processes need improvement, but you are not sure what needs to be fixed
- You have a high attrition rate of agents within the first six to 12 months of employment
- You hear from your operations team that agents are not capable of performing at an acceptable minimum level
- Your training results show that almost everyone passes training
- Your recruiting, hiring, and training metrics look good, yet your agent-level quality results are poor

A Sample of Our Findings

An international hospitality company wanted to better understand why their recruiting process for call center agents was expensive and time-consuming. The Benchmark Review showed that it emphasized the soft skills of personality and compatibility during the company's initial screening, rather than checking for a specific hard skill set. Also, few people were eliminated during each round of the process, which meant recruiters were spending time and money interviewing many more candidates than necessary.

A Sample of Our Results

A major electronics retailer was having an agent retention issue. As part of its Benchmark Review, COPC Inc. analyzed the company's effectiveness to retain newly hired agents. By the fourth month after agent training, the company was losing nearly half of its new hires. COPC Inc. recommended establishing minimum skills definition for the recruiting process, along with various hiring and training initiatives, which were implemented. Four months later, retention levels had risen to nearly 70 percent, an increase of 32 percentage points.



Contact us today to learn more.

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About COPC Inc.

COPC Inc. provides consulting, training, certification, benchmarking and research for operations that support the customer experience. The company created the COPC Standards, a collection of performance management systems for customer experience operations, customer experience management, vendor management and procurement. Founded in 1996, COPC Inc. began by helping call centers improve their performance. Today, the company is an innovative global leader that empowers organizations to optimize operations for the delivery of a superior service journey. COPC Inc. is headquartered in Winter Park, FL, U.S. and with operations in Europe, Middle East, Africa, Asia Pacific, Latin America, India and Japan. www.copc.com.

Learn more at copc.com

