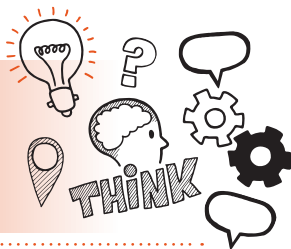


**Think about**  
**Professional discussion**  
**Level 3 ST0320**  
**Recruitment Consultant v1.0**



**On the day of assessment, you will carry out:**



**A 60-minute professional discussion**



**Remote or face-to-face in a suitable environment**



**Under exam conditions**



**With an end-point assessor**



**Key point**

You will need to show that you are a confident, assertive and persuasive communicator.



## Do

- ☐ Review the criteria associated with the professional discussion – this can be found in the EPA kit
- ☐ Review relevant legislation, regulations, external and internal professional codes of conduct and your organisation's policies and procedures
- ☐ Make sure you have a quiet room available where you will not be disturbed
- ☐ Be prepared to reflect on your on-programme experiences and learning
- ☐ Be prepared to answer open, structured questions



## Don't

- ☐ Forget to plan
- ☐ Forget to bring resources to support you in the professional discussion
- ☐ Forget to bring your ID



## Next steps

- Results can take up to 12 working days to be confirmed
- Your manager/training provider will inform you of the results



## Resits

- If you do not achieve a pass result on the professional discussion you can resit the assessment



## Use the table below to plan and prepare for the professional discussion

Standard area	Key points to remember
Business development	
Consultancy	

**Self-motivation**

**Courage  
and ability  
to effectively  
challenge  
poor practice**

**Enterprise and  
entrepreneurship**

**Ambition,  
drive and  
determination**

**Tenacity and  
resilience**

**Confident,  
assertive and  
persuasive  
communicator**

**Innovative**

**Ethical  
customer-  
focused approach**

**Good  
questioning  
and listening**

**Problem-solving  
and decision-  
making**