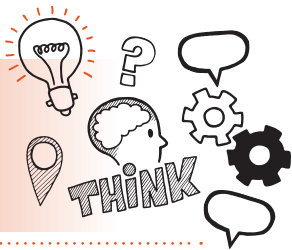


**Think about
Professional discussion
Level 3 Recruitment Consultant
AP02**



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 and your line manager
(optional)**



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**

