

WENTWORTH *TalentMetric* RECRUITING

This Wentworth *TalentMetric* Candidate Talent Map Saves Clients Money

The Talent Map told us 1) we were not given all the criteria 2) the client's requirements were unrealistic.

- This job had been open with contingency employment agencies for months. Many candidates had been contacted and no longer wanted it (the group on the right). The job now had a bad reputation in the candidate community.
- We were brought in but not told all the relevant requirements.
- We looked at 500+ candidates. Two were acceptable (boxed, in the group on the left). The company preferred “Cand #1” (average score 2.6 vs. 3=the goal) to “Cand #2” (average score=3.4, more than the goal) but wanted to see more.
- We were able to show the company that generating more candidates was only going add expense (we charge hourly) but would not change their options. We and they learned from the Talent Map that no one had everything they wanted.

