

Three cups of tea: Developing employer relationships

This one-day interactive workshop will support employment specialists with approaching, engaging and developing relationships with employers, a key part of supporting tāngata whai ora into work.

About the training

This training will build your confidence in developing new and ongoing relationships with employers. Hear about practical strategies, real-world experiences and ways to develop your own unique approach to employer engagement. You'll then put theory into practice through hands-on activities and paired exercises - making in-person visits to employers in the surrounding area.

This workshop is ideal for:

- employment specialists and work brokers.

Learning objectives

The learning objectives include:

- understanding the needs of employers
- tools and tips on developing relationships with employers
- develop a 'working pitch' for each employment specialist
- opportunities to practise skills and get feedback
- applying the 'three cups of tea' method.

"I have reframed my view of what the goal is in the first 'cup of tea' meeting with an employer. I feel more confident in my ability to approach employers - by building relationships before bringing up the topic of vacancies."



Further information

