



WHAT IS INDUCTION?

First touchpoint with all new members of AIESEC after recruitment.
Mixture of practical and theoretical knowledge and skills that introduce and prepare w member to live ELD experience.

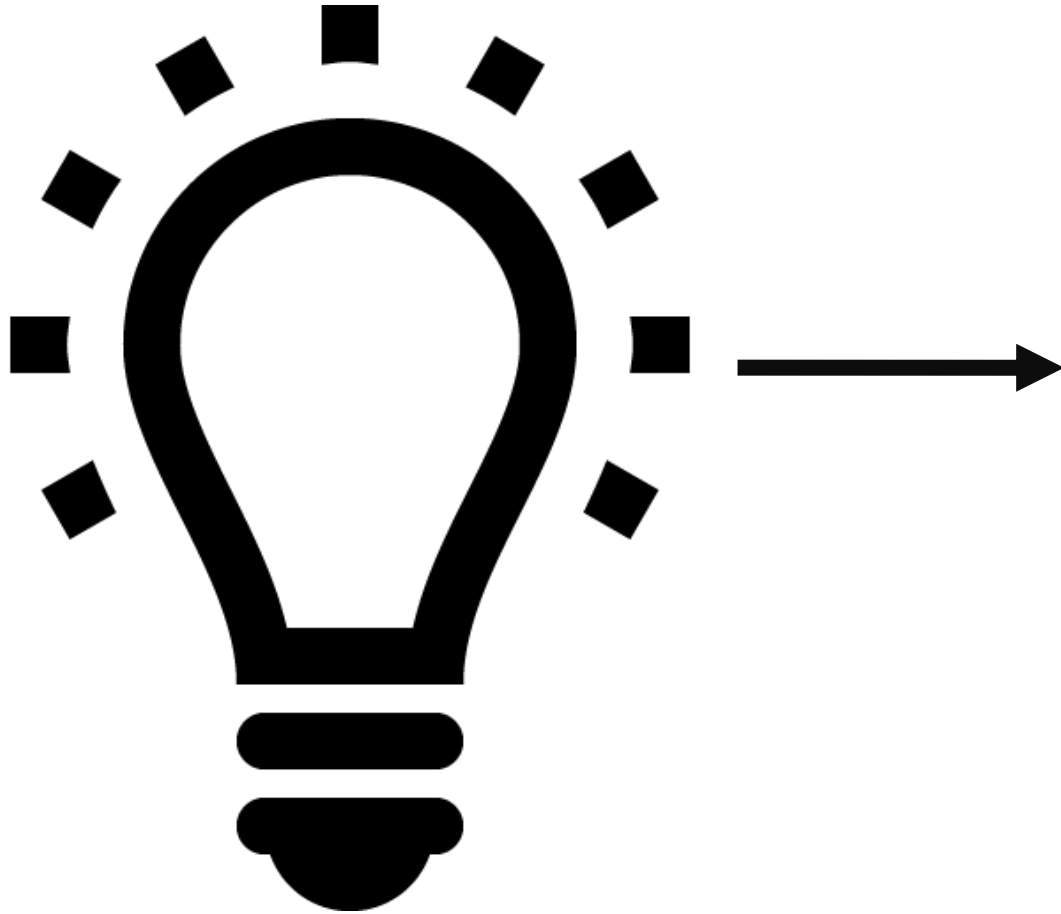
- 1.New member understands AIESEC, has clarity about „why of AIESEC”
- 2.New member has knowledge about his/her area and its place in all operations
- 3.New member is ready and motivated to start work in his/her LC

INDUCTION FLOW?

- 1.AIESEC understanding
- 2.General area knowledge
- 3.Specific area knowledge
- 4.Tools and platforms management

GOALS OF INDUCTIONS?

		BD	iGIP	oGIP	iGCDP	oGCDP	MKT		
10:00	10:30	Opening						10:00	10:30
10:30	11:00	Why of AIESEC						10:30	11:00
11:00	11:30							11:00	11:30
11:30	12:00							11:30	12:00
12:00	12:30	Introduction to AIESEC						12:00	12:30
12:30	13:00							12:30	13:00
13:00	13:30	Lunch						13:00	13:30
13:30	14:00							13:30	14:00
14:00	14:30	Why of BD	Why of iGIP	Why of oGIP	Why of iGCDP	Why of oGCDP	Why of Mkt, Mkt driving exchange	14:00	14:30
14:30	15:00							14:30	15:00
15:00	15:30	Sub products of BD	Sub products of iGIP	Sub products of oGIP	Sub products of iGCDP	Sub products of oGCDP		15:00	15:30
15:30	16:00	Workflow + JD clarification	Workflow + JD clarification	Workflow + JD clarification	Workflow + JD clarification	Workflow + JD clarification	workflows + JD clarification + synergies	15:30	16:00
16:00	16:30							16:00	16:30
16:30	17:00	break						16:30	17:00
17:00	17:30	Sales	Processes - matching, realization, S&S	Processes - matching, realization, S&S	Processes - matching, realization, S&S	Processes - matching, realization, S&S	break	17:00	17:30
17:30	18:00						17:30	18:00	
18:00	18:30	Value proposition	18:00	18:30					
18:30	19:00	break					channels	18:30	19:00
19:00	19:30	Synergy iGIP - BD	EP manager	CSR	EP manager	19:00		19:30	
19:30	20:00	Closing						19:30	20:00
20:00	20:30	Party						20:00	20:30
20:30	21:00							20:30	21:00



One-day induction is the most relevant for our operations. After one day induction more specific induction should take place and LCVP TM has to make sure that all induction processes are not longer that 5 days.

GOALS OF INDUCTION SESSIONS

WHY OF AIESEC	Should be delivered by: LCP
Understanding of WHY: Vision of AIESEC	
Understanding of HOW: AIESEC as Leadership Development Organization	
Understanding of WHAT: ELD and Inner Outer Journey as Tool	

INTRODUCTION TO AIESEC	Should be delivered by: LCVP TM
Understanding of AIESEC Culture(Roll Calls, abbreviations, shouts, t-shirts, conferences etc.)	
Understanding of AIESEC Structure(Who is who?, basic knowledge about departments)	
Understanding of AIESEC Experience (Sharing)	

WORKFLOW + JDs	Should be delivered by: LCVP Functional
Understanding of how the department works +rules	
Understanding of JDs	
Benefits of working on the departments	

WHY OF... AREA	Should be delivered by: LCVP Functional
Understanding How the Departments Help to Achieve Our Vision	
Understanding of the Impact that the Department is Doing	

SUBPRODUCTS	Should be delivered by: LCVP Functional
Understanding of what are the Sub-Products	
Value Proposition of Sub-Products	

Goal of functional trainings:

Newbie is able to work in the department after induction trainings