



Induction

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 a member to live ELD experience.

INDUCTION FLOW?

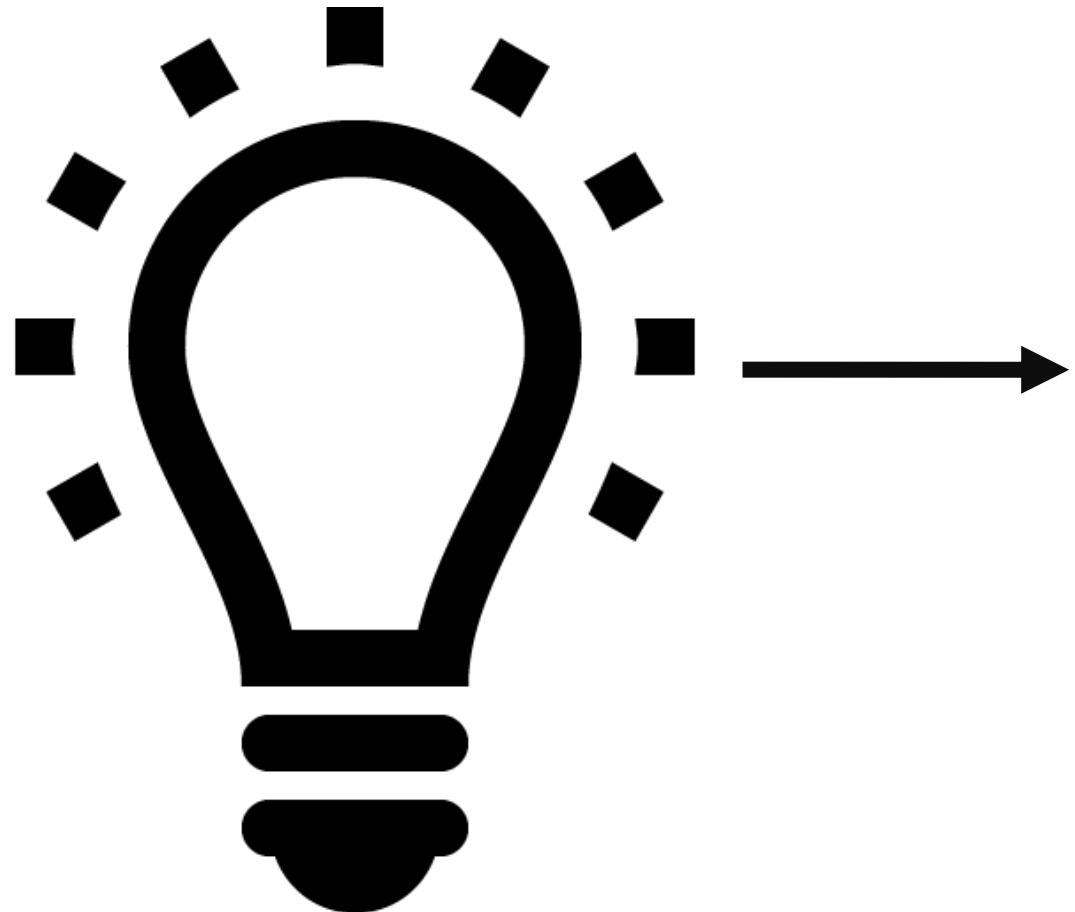
1. New member understands AIESEC, has clarity about „why of AIESEC”
2. New member has knowledge about his/her area and its place in all operations
3. New member is ready and motivated to start work in his/her LC

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

GOALS OF INDUCTIONS?

ONE DAY INDUCTION AGENDA

		BD	iGIP	oGIP	iGCDP	oGCDP	MKT					
10:00	10:30	Opening						10:00	10:30			
10:30	11:00							10:30	11:00			
11:00	11:30							11:00	11:30			
11:30	12:00	Why of AIESEC						11:30	12:00			
12:00	12:30							12:00	12:30			
12:30	13:00	Introduction to AIESEC						12:30	13:00			
13:00	13:30							13:00	13:30			
13:30	14:00	Lunch						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	workflows + JD clarification + synergies	15:00	15:30			
15:30	16:00	Workflow + JD clarification	Workflow + JD clarification	Workflow + JD clarification	Workflow + JD clarification	Workflow + JD clarification		15:30	16:00			
16:00	16:30						workflows + JD clarification + synergies	16:00	16:30			
16:30	17:00	break						16:30	17:00			
17:00	17:30	Sales	Processes - matching, realization, S&S	Value proposition	17:00	17:30						
17:30	18:00							17:30	18:00			
18:00	18:30							18:00	18:30			
18:30	19:00	break						18:30	19:00			
19:00	19:30	Synergy iGIP - BD		EP manager	CSR	EP manager	channels	19:00	19:30			
19:30	20:00	Closing						19:30	20:00			
20:00	20:30							20:00	20:30			
20:30	21:00	Party						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 than 5 days.

GOALS OF INDUCTION SESSIONS

WHY OF AIESEC	Should be delivered by: LCP	INTRODUCTION TO AIESEC	Should be delivered by: LCVP TM	WORKFLOW + JDs	Should be delivered by: LCVP Functional
Understanding of WHY: Vision of AIESEC		Understanding of AIESEC Culture(Roll Calls, abbreviations, shouts, t-shirts, conferences etc.)		Understanding of how the department works +rules	
Understanding of HOW: AIESEC as Leadership Development Organization		Understanding of AIESEC Structure(Who is who?, basic knowledge about departments)		Understanding of JDs	
Understanding of WHAT: ELD and Inner Outer Journey as Tool		Understanding of AIESEC Experience (Sharing)		Benefits of working on the departments	
WHY OF... AREA	Should be delivered by: LCVP Functional	SUBPRODUCTS	Should be delivered by: LCVP Functional	Goal of functional trainings:	
Understanding How the Departments Help to Achieve Our Vision		Understanding of what are the Sub-Products		Newbie is able to work in the department after induction	
Understanding of the Impact that the Department is Doing		Value Proposition of Sub-Products		trainings	