



## CSAM® CSPC® CSM® CLP Study Materials

### 1. **Core Recruit & Core Market**

MRINetwork on-boarding program called Core. The Core content is a combination of simplified process steps, soft skills, sourcing tools, call objectives, red flags, closing techniques and more. Use the eGuide and Workbook activities as your study material.

- [The eGuide](#) has links to all the training materials
- Download or print the [Recruit Classroom Activities Workbook](#)
- Download or print the [Market Classroom Activities Workbook](#)

### 2. **Legal**

- *The Certified Personnel Consultants' Legal Manual* by Robert P. Style  
(No longer in print - available through Mike Rode \$25.00 p/copy or your public library or borrow from another office)
- [Morning Meeting Series, May 2005](#), "Anti-discrimination Laws Affecting Your Recruiting Practice"
- [Smart Business Issue 10](#), "Collecting Service Fee"
- [CSAM Newsletter Legal Briefs](#)

### 3. **Code of Conduct & IOR Rules**

- [Operations Manual: Ethical Requirements](#)
- [IOR Rules and Guidelines](#)

### 4. **Emotional Intelligence**

- Book: *The Platinum Rule: Discover the Four Basic Business Personalities and How They Can Read You to Success* by Tony Alessandra & Michael J. O'Connor
- Self-paced course on The PATH: [Understanding Generational Differences in the Workplace](#)
- The Path - 3- MRI Minute Videos + Two documents attached to each Minute
  - Grit
  - Stop Pitching. Start Listening
  - Motivation – Face the Giants
- Recommend Book: *Grit: The Power of Passion & Perseverance* by Angela Duckworth

### 5. **Accelerated Recruiting** (Plans to overhaul this section November 2019)

There are **three** online self-paced courses required as study material, available on The PATH:

- [Touch Plans](#)
- [Google Internet Basics](#)
- **LinkedIn** – Courses (study material) is actual on LinkedIn
  - **Creating an Online Presence on LinkedIn**  
[https://www.youtube.com/watch?time\\_continue=159&v=T8gUE1D2\\_Wg](https://www.youtube.com/watch?time_continue=159&v=T8gUE1D2_Wg)
  - **Engage with your LinkedIn Network**  
[https://www.youtube.com/watch?v=C7Er\\_fu8og4](https://www.youtube.com/watch?v=C7Er_fu8og4)
  - **How to Get the Most Out of your LinkedIn Company Pages**  
<https://www.youtube.com/watch?v=hRZO3QzXI3s>

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