

## Business Services Rep Employer Script Results

14%

### 1. Enter requested information

Date of Visit

Staff Name

Employer Name

Employer  
Representative  
Name

Employer Location  
Visited

Multiple Sites (Y/N)

If Multiple Sites,  
information  
collected pertains to  
(all sites, or indicate  
which sites)

### 2. County

New Castle

Kent

Sussex

### 3. Industry/Sector Type

Agriculture, Forestry, Fishing and Hunting

Mining

- Utilities
- Construction
- Manufacturing
- Wholesale Trade
- Retail Trade
- Transportation and Warehousing
- Information
- Finance and Insurance
- Real Estate and Rental and Leasing
- Professional, Scientific, and Technical Services
- Management of Companies and Enterprises
- Administrative and Support and Waste Management and Remediation Services
- Educational Services
- Health Care and Social Assistance
- Arts, Entertainment, and Recreation
- Accommodation and Food Services
- Other Services (except Public Administration)
- Public Administration

**4. At the time of visit, had the employer used DJL in the past?**

- Yes
- No

**5. At the time of visit, did the employer have an active DJL account?**

- Yes
- No

**6. At the time of visit, what was the last time employer posted an opening in DJL**

- Within last 2 week
- Within last 3 months
- Within last 6 months
- More than 6 months ago

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## Business Services Rep Employer Script Results



### 7. Employer expressed interest in the following:

- Posting positions in DJL
- Staff assisted recruiting
- Staff assisted screening
- Staff assisted coordinating interviews
- OJT
- Customized Training
- Other staff assisted services
- Not interested in any of the above

### 8. In the prior question, if you checked "Other staff assisted services", what were they?

### 9. What was the employer's current recruiting method?

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## Business Services Rep Employer Script Results

### Hiring Needs

43%

#### 10. Employer projects job openings

- ASAP
- Within the next 3 months
- Within the next 6 months
- Within the next 12 months
- Does not project any hiring

Comment

#### 11. If there are projected hiring needs, are the positions:

- Full Time
- Part Time
- Temporary
- Permanent
- Require experience
- Potential OJT

What are the requested skills set (include job title, specific degree or certificate)

**12. If there are projected hiring needs, are the positions open due to:**

- Typical Cycle (i.e. seasonal)
- Retirement
- Expansion
- New Project

Other (please specify)

**13. What is the timeline they are looking to hire?**

**14. What benefits does the employer typically offer?**

## Business Services Rep Employer Script Results

### Applicants

57%

**15. Is the employer satisfied with the quality and quantity of applicants they receive?**

Yes

No

Other (please specify)

**16. Are there certain positions that are hard to fill?**

Yes

No

**17. If yes to prior question, what position is hard to fill and why?**

Position(s) that is hard to fill?

Why is it hard to fill?

How many employees are needed?

Does the employer receive a large number of applicants that are not qualified?

Does the employer  
receive little  
applicants when job  
is posted?

**18. Are there any problems/concerns that the employer is seeing with the current applicants?**

**19. Is there a position that the employer gets a lot of applicants for, but not many are qualified?**

- Yes
- No

If yes, what is the position?

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## Business Services Rep Employer Script Results

71%

**20. Is there a position that the employer does not get a lot of application for?**

Yes

No

If yes, what is the position?

**21. Is there a specific skill set that is lacking in the current applicant pool?**

Yes

No

If Yes, explain



**22. How does the employer feel about the work readiness skills in the current applicant pool?**

- They don't exists
- Could use improvement (harder than not to come by)
- They do just fine (of course not all have them, but this is not an issue)

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## Business Services Rep Employer Script Results

### OJT Potential



**23. Is the employer willing to hire a new grad with no to limited experience?**

Yes

No

**24. Is the employer willing to hire someone with some experience and train them to their specific needs?**

Yes

No

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## Business Services Rep Employer Script Results

### Work Readiness Certificate Pilot

100%

**25. Does the employer currently use any assessment of skills (work readiness or other?)**

Yes

No

If yes, explain (what is the assessment and what does it measure)

**26. Has the employer heard of the National Career Readiness Certificate (NCRC) or WorkKeys produced by ACT?**

Yes

No

If yes, in what capacity?

**27. Is the employer interested in using something like the NCRC or learning more about it?**

- Yes
- No

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Done

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