

IO1.B – REAL CASE SCENARIO LEARNING OBJECT

Title of the Learning object	<i>Soluzione Informatica is hiring staff</i>
Thematic area	<input type="checkbox"/> <i>Development or improvement of the company website</i> <input checked="" type="checkbox"/> <i>Development or improvement of the visual identity of the company.</i> <input type="checkbox"/> <i>Development or improvement of the Social Media Marketing strategy</i>
Link to the Video	https://www.youtube.com/watch?v=DtqTO8vlnE
Description of the context	<i>Marco Brena tells that the biggest challenge in his activity consists in working alone. You are supposed to hire someone to help him carrying out his marketing activities in the best way.</i>
Practical activity to be performed	<ol style="list-style-type: none"> 1. <i>Pay attention to what is said during the video interview and try to understand what are the most useful soft-skills to work in a company that deals with IT consulting;</i> 2. <i>Compare with your teammates to understand the most important questions to ask a candidate to select a new employee for the company.</i>
Results to be achieved	<i>A list of questions and skills that a potential employee should have to work in a company that gives IT consultancy in the business world.</i>
Guidance and suggestions	<i>Considering Marco Brena's training background and also his personal character, try to think which soft-skills and technical skills should be integrated in the company in order to find new customers. Remember that the target of Soluzione Informatica is composed by business and not by private citizens.</i>
Mistakes to avoid	<i>Avoid closed questions because it would be better to let the candidates speak as much as possible. Don't forget to ask all the necessary questions, in order to be able, then, to compare the answers given by the different candidates.</i>





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