# Nollaig Heffernan solutions for every organisation at every level

# BECOMING AN EMPLOYER OF CHOICE

**HERD '23 Conference** 

w/ Nollaig Heffernan, PhD, CPsychol

# THE EMPLOYING GAME





## **EMPLOYMENT STAGES**

ONGOING EMPLOYMENT

DISCIPLINE

**INITIAL EMPLOYMENT** 

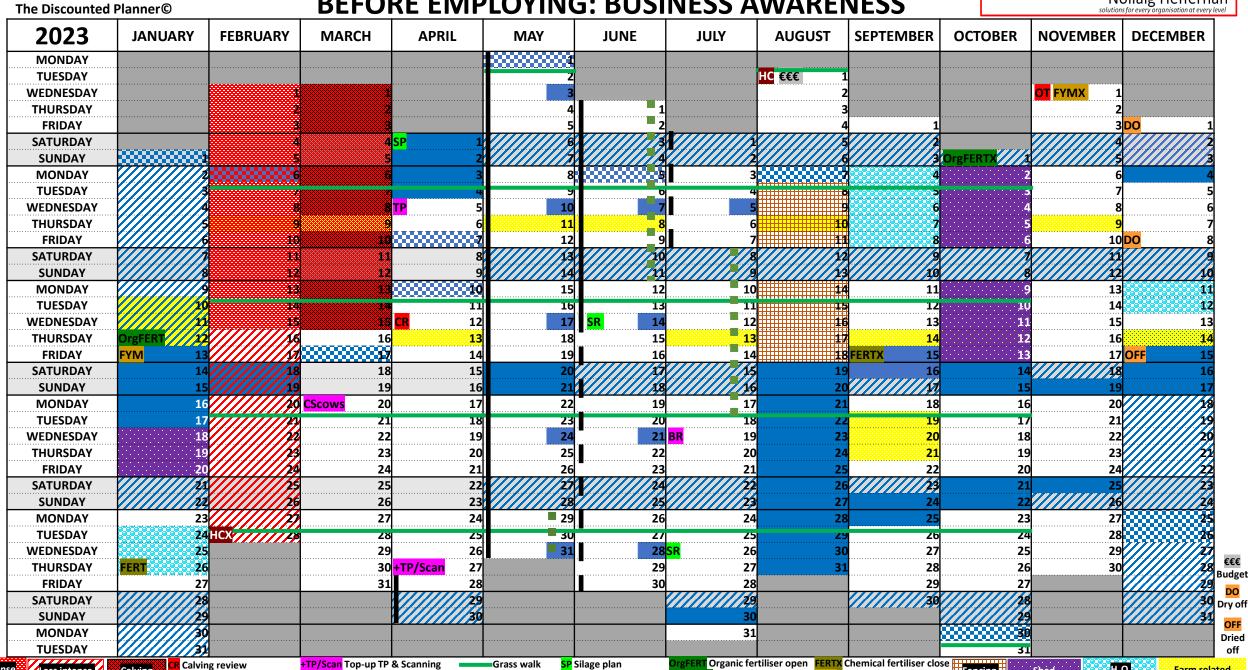
FIRST IMPRESSIONS

**BEFORE EMPLOYING** 

CONTROLLABLE

### **BEFORE EMPLOYING: BUSINESS AWARENESS**

**Nollaig Heffernan** 



H<sub>2</sub>O Farm related Less intense Shed ■ ■ Silage window HC Hedge cutting open OrgFERTX Organic fertiliser close FYM Farm yard manure open Order tags TP Tail paint Inspection preparation CScows Condition score cows BR Breeding review SR Silage review HCX Hedge cutting close FERT Chemical fertiliser open FYMX Farm yard manure close

## **INITIAL EMPLOYMENT: HUMAN NEEDS**

### **Self-actualisation**

personal growth and fulfilment

#### **Esteem Needs**

achievement, status, responsibility, reputation

### **Belongingness and Love Needs**

family, affection, relationships, work group, etc.

### **Safety Needs**

protection, security, order, law, limits, stability, etc.

FIRST IMPRESSIONS

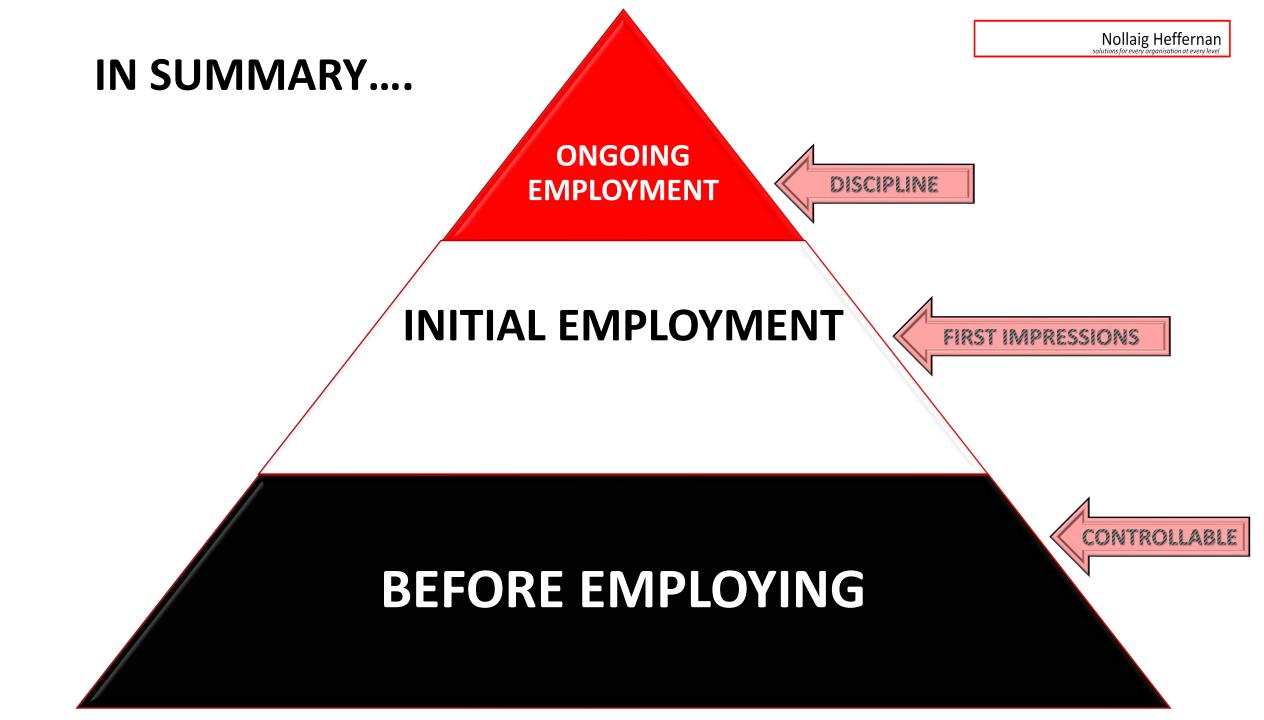
### **Biological and Physiological Needs**

basic life needs – air, food, drink, shelter, warmth, sleep, reproduction, etc.

# **ONGOING EMPLOYMENT**



DISCIPLINE



# **THANK YOU!**