



The Association of Executive Search
and Leadership Consultants

Certificate in Executive Research

TAKE YOUR CAREER TO THE NEXT LEVEL.

Since 1959, AESC has set the standard for quality and ethics in executive search and leadership consulting across the globe. We strongly believe in investing in the future of the profession and our educational programs are designed to elevate professional standards.

AESC offers both online and in-person programs for those looking to advance their skills—at any stage in their career—in executive search, executive research, leadership consulting and client relationship management. Ensure you deliver long-term value for clients and your own organization. AESC educational programs are available for AESC members, nonmembers, and corporate recruitment teams.

Questions about customized solutions or want to learn which program best suits the professional development needs for you or your team? Email education@aesc.org.

*Dedicated to Strengthening
Leadership Worldwide*



Certificate in Executive Research

EXCEL AND DIFFERENTIATE YOURSELF

Newly relaunched, AESC's Certificate in Executive Research program is an essential credential for those looking to strengthen and more effectively implement their executive research skills.

The multi-format program offers an array of learning opportunities for participants and covers the fundamentals of executive research. From name generation to pitching to qualifying candidates, develop core skills that will enhance your ability to succeed.

ELIGIBILITY

This program is open to all individuals who work in the field of executive research. We strongly encourage those looking to develop their executive research skills pursue this program.

Collaborative discussions are an important component of the certificate program. To ensure the quality of each session, applicants must commit to active participation, including participating in role play-based interaction, and meet the minimum requirements:

- Be employed, or have been recently employed, by an executive search firm.
- Responsible for identifying and qualifying, via telephone, executive-level candidates.
- Have at least one month working experience as a researcher, associate, consultant, or engaging in a similar capacity.

FOUNDATION COURSE

Education that fits your life. These virtual courses offer participants the opportunity to learn the curriculum at their own pace and at a time that works for their schedule.

EXPERT FORUMS

Learn from an industry expert. Held throughout the year, these interactive forums give participants an opportunity to learn in a collaborate environment.

EXAM

Master the content to apply the learnings in your day-to-day activities.



[APPLY NOW](#)

PROGRAM BREAKDOWN

1

FOUNDATION COURSE

COURSE TOPICS:

- Introduction to Executive Search
- Tools for Executive Researchers
- Effective Search Strategies
- Sourcing
- Interviewing and Qualifying Candidates
- Due Diligence and Legislative Issues



2

EXPERT FORUMS

FORUM TOPICS:

- Getting Past the Gatekeeper and Pitching Your Search Effectively
- Referral Sourcing
- Qualifying Candidates over the Phone and Talking about Compensation
- Overcoming Candidate Objections and Managing Candidate Interest

A graphic with a dark background featuring a starry space scene. At the top, the text 'DATES & TIME' is in white, underlined. Below this, there is a grid of dates and times for the expert forums. The dates are in red and the times are in blue. Each date and time is followed by a link that says 'View the time in your city'. In the bottom right corner, there is a circular portrait of a woman with short brown hair, wearing a dark jacket. Below the portrait, the text 'Rachel Roche' and 'President & Founder, Smart Search' is displayed. At the bottom center, there is a small note that says '*Dates subject to change'.

3

EXAM

A case study which involves making three role-play phone calls on the topics of sourcing, pitching, and qualifying.

[APPLY NOW](#)

WHAT AESC MEMBERS ARE SAYING

- *"I thoroughly enjoyed the course, and would absolutely recommend it to anyone looking to develop their research/recruiting skills."* - **Research Associate, Epsen Fuller, United States**
- *"Great opportunity to learn from experts about their personal best-practice experiences and sharing them with participants from all over the world with various different cultural backgrounds. The excellent structured program provides also extensive insights about the differences in cross-country approaches."* - **Researcher, Steinbach & Partner, Germany**
- *"An excellent and most worthwhile tool for Research at all levels...Rachel Roche gave insight into all the problem areas that we confront almost on a daily basis...the solutions are never easy to define and Rachel's understanding embraces them all clearly...instructively, an excellent and beneficial forum. Thank you for the opportunity."* - **Associate, Maes & Lunau, Netherlands**
- *"Fosters self-examination; makes one think about best approaches to situations."* - **Research Consultant, Russell Reynolds Associates, United States**
- *"Wonderfully thoughtful, clear, and encouraging presentation."* - **Research Associate, Janet Wright & Associates, Canada**
- *"It was a well presented, practical forum designed in such a way that allowed new ideas to be disseminated easily and clearly. The forum also provided an excellent gauge as to what we were doing right as a firm and what we could improve on."* - **Business Manager, The Insight Group, Australia**
- *"Rachel approaches problems head on and discusses good, relevant issues."* - **Research Consultant, MERC Partners Global Executive Search, Ireland**

FREQUENTLY ASKED QUESTIONS

HOW LONG DOES IT TAKE TO GET CERTIFIED?

Most complete the certificate in as little as three weeks, but it is contingent upon the length of time you commit.

WHAT IS THE COST OF THE COURSE PER PARTICIPANT?

\$825 USD for AESC Members. **\$1,125 USD** for non-members.
*Group rates may apply

WHAT ARE THE TECHNOLOGY REQUIREMENTS?

A reliable internet connection, a computer, and phone are required.

WHAT TYPE OF CREDENTIAL WILL I RECEIVE?

You must complete the program requirements in order to earn a certificate from AESC. AESC will visibly promote the value of the certification to its members and the client community.

WHAT HAPPENS IF I'M UNABLE TO ATTEND A SESSION?

You should make every effort to attend the live virtual sessions since this is the best way to stay engaged and participate in the group discussions, however in the event that you cannot attend due to a conflict, the sessions are offered regularly and you will be invited to attend the Expert Forum you missed at a later date.

WHAT IS THE TIME COMMITMENT?

The Expert Forums require your attendance for 90 minutes each over the course of 4 days. The online courses can be done at your leisure and each topic takes about 60 minutes.

[APPLY NOW](#)