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For each of the following rate yourself on the scale provided. Be honest with your answers as self awareness is an important ingredient in your own development.

I have a robust knowledge of the primary job functions I recruit for and what those jobs entail

1      2      3      4      5      6      7      8      9      10

I understand the key skills that are currently in demand in my market

1      2      3      4      5      6      7      8      9      10

I have a hot list of candidates who demonstrate the key skills across each of the job functions I recruit for

1      2      3      4      5      6      7      8      9      10

I know all of the major employers within my market and have identified the key decision makers within

1      2      3      4      5      6      7      8      9      10

I have a broad reading list or resource of news and information that keeps me up to date on hot topics

1      2      3      4      5      6      7      8      9      10

I have a thorough understanding of the recruitment process and how to ensure that I can successfully manage a job through to placement

1      2      3      4      5      6      7      8      9      10

I have a target list of organisations that will be recruiting over the next quarter to focus my business development activity

1      2      3      4      5      6      7      8      9      10

I know the hot topics and key issues that are facing my clients and candidates

1 2 3 4 5 6 7 8 9 10

I know who the growing businesses are in my sector

1 2 3 4 5 6 7 8 9 10

I know which events, trade shows and awards are coming up in my market over the next 6 months

1 2 3 4 5 6 7 8 9 10

I know the primary channels candidates in my market use to find another job and what the key drivers are when they look

1 2 3 4 5 6 7 8 9 10

I know who the sexiest employer brands are in my market and why candidates find them attractive

1 2 3 4 5 6 7 8 9 10

I know which groups on LinkedIn are most popular in my sector and which Twitter and Instagram accounts I should be following

1 2 3 4 5 6 7 8 9 10

I know the key trends in my market relative to salaries, benefits and motivations for changing jobs

1 2 3 4 5 6 7 8 9 10

I can advise my candidates and clients on how to perform effectively at interview

1 2 3 4 5 6 7 8 9 10

I have a clear plan as to how I am going to create visibility for myself in my sector with clients and candidates alike

1 2 3 4 5 6 7 8 9 10

I know who my competitors are within my market and their strengths and weaknesses

1 2 3 4 5 6 7 8 9 10