

Investing in Professionalism - By, Peter Felix, AESC President

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Investing in Professionalism

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In spite of renewed demand around the world for executive search services, our profession today faces many challenges. As was confirmed in our recent study [Executive Search in Transition](#), the buyer has more options than 10 years ago, and is increasingly using them.

In order to protect the reputation and perception of retained executive search, and to differentiate it from other forms of recruiting, consistent professionalism and high standards of performance are critical. We all know this to be true. However, there is still much to be done in making ongoing learning and professional development an integral part of the executive search experience, as it is in many other professions.

The AESC already offers a range of training courses, but so that we can better serve the needs of all your professional staff we are investing more in training and education resources and have now appointed a full time Senior Training Manager.

We are also expanding our range of course offerings and are delighted to announce a new course for consultants with less than two years experience and for those associates who are in transition to becoming consultants.

This course, [The Essentials of Executive Search](#), has been developed in collaboration with the AESC by Canaan Ridge, a consulting firm owned by Bob Benson, a former senior partner at Spencer Stuart. The course is being offered in five weekly webinars, beginning November 1st, at the discounted price for AESC members of \$1,395. This is both good value and a highly time effective way to learn about the fundamentals of executive search. Please [click here](#) to preview the curriculum and to register via our Campus website.

We are also planning another in our series of [Researchers & Associates Summits](#), for 21st October this year in New York City. These one day conferences have been much applauded by researchers and

provide not only an opportunity for learning about the latest developments in research, but give recognition to these highly valued contributors to successful executive search.

Please consider taking advantage of these training opportunities and invest in your consultants, researchers and in yourself. Ongoing professional education is crucially important in the highly competitive world that we live and work in. Please learn more and sign up for these AESC offerings.

As always, I welcome your comments via our [LinkedIn group](#) or by [email](#).

With best wishes,

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