

*Recruitment*  
Summit

# A New Era Of Recruitment Advising

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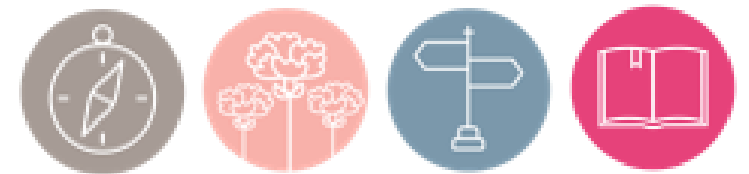
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# Introductions



# Learning Objectives

- Define Gamma Phi Beta's advising philosophy.
- Distinguish between advising and prescribing.
- Apply prescriptive advising style to recruitment scenarios.
- Identify the role of the advising philosophy in essential operations.



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**What is an Advisor?**

# Activity

- With a partner, discuss...
  - What an advisor is.
  - What an advisor is not.
- Mentimeter
  - Share a **one-word** response to each prompt.
  - Use instructions on slide.



*Tip: Take a photo of this slide.*

## Mentimeter Instructions

1. Take out your phone.
2. Open a web browser app.
3. Go to [Menti.com](https://www.menti.com).
4. Type the code that will display on the screen momentarily.
5. Click “Join.”
6. Respond to the prompt on your phone.

# The Advising Philosophy

1. What is an advisor?
2. How should an advisor advise?



# Pair And Share

- With a partner:
  - Open your workbook to page 91.
  - Review Gamma Phi Beta's Advising Philosophy.
  - Underline where you see advising characteristics you identified with your partner.

# Pair Share

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  - Open your workbook to page 91.
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## Let's Think!

How might your approach to advising differ between recruitment and other areas of chapter life? Why?

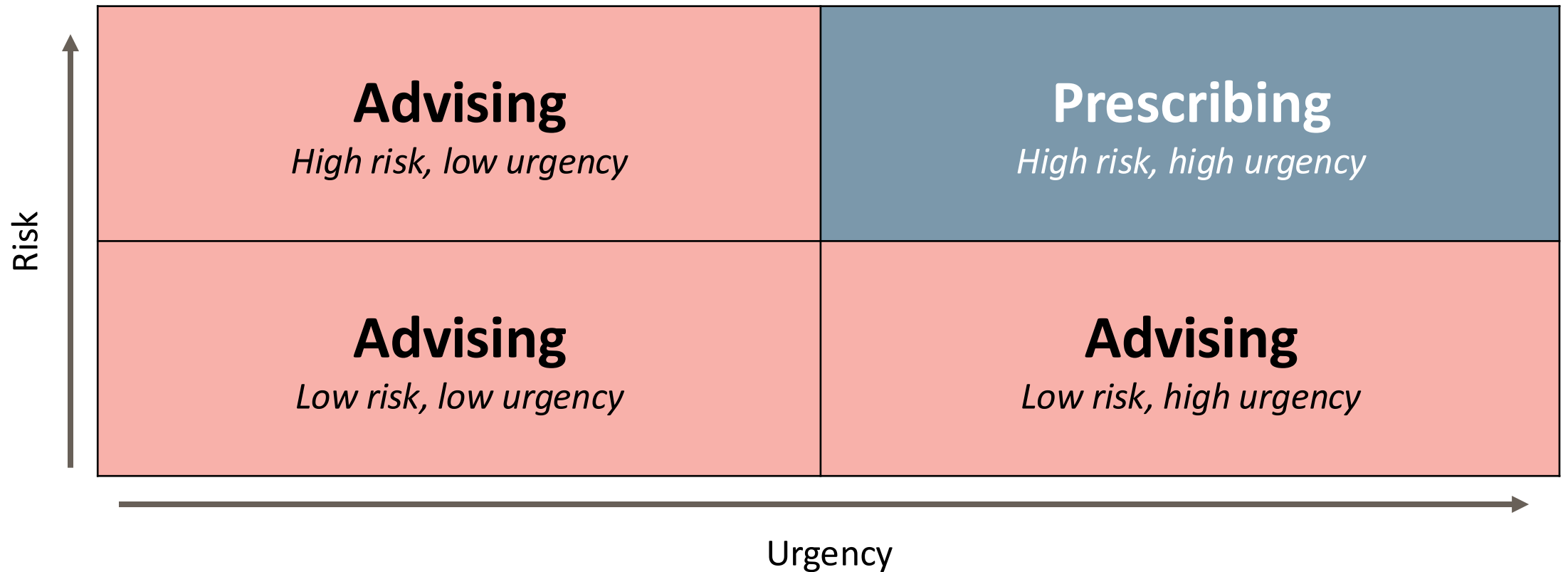
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Advising Philosophy In Action

# Advising vs Prescribing

- **Advising:** Asking questions that encourage problem-solving skills in our leaders.
  - Example: Two members of the recruitment committee aren't getting along.
- **Prescribing:** Refers to direct statements or instructions and helps develop accountability.
  - Example: The MVP wants to invite less people back to the next round of recruitment than recommended by the RFM specialist.

# Which Approach Should I Take?



# Membership Scenarios

1

At Total; Quickly fills spaces if below Total

2

Below Total by 18 members; Chapter does not COB despite PNM interest

3

100 below Total; Gap continues to grow each term

# Membership Scenarios



## Let's Think!

How might your approach to advising differ between recruitment and other areas of chapter life? Why?

1

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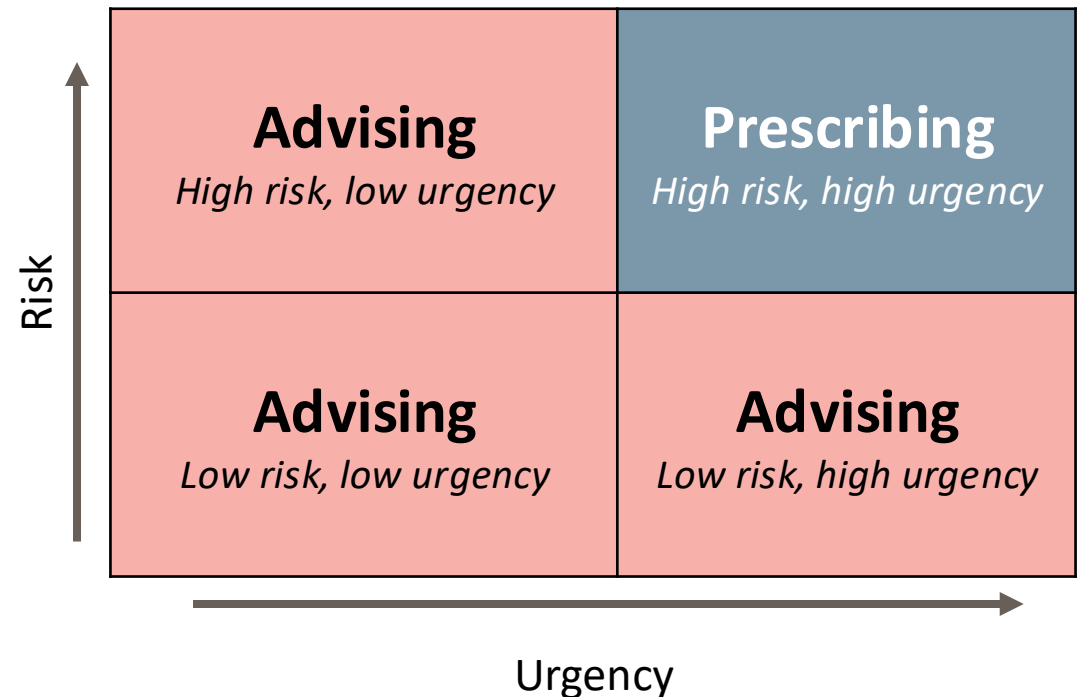
Below Total by 18 members; Chapter does not COB despite PNM interest

3

100 below Total; Gap continues to grow each term

# Let's Practice

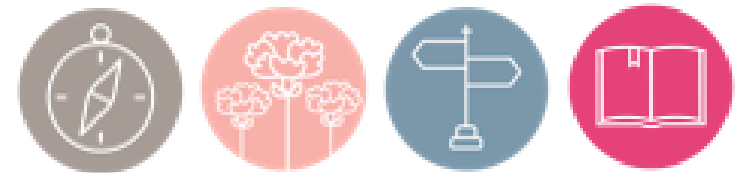
- Review the examples on page 96.
- Determine which approach you think is best.
  - Write "A" for advising.
  - Write "P" for prescribing.



# Learning Objectives

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- Distinguish between advising and prescribing.
- Apply prescriptive advising style to recruitment scenarios.
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**Tip:** Don't forget to write how you will make your chapter 1% better in your workbook.



# Learning Assessment

## A New Era Of Recruitment Advising

[www.GammaPhiBeta.org/  
Recruitment-Summit-Resources](http://www.GammaPhiBeta.org/Recruitment-Summit-Resources)



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