



# AI tool effectiveness in Talent Acquisition (TA)



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## Goal/Purpose

The case study describes the principles of the operation of tools for candidate selection, scheduling recruitment interviews, and the automation of recruitment process cycles used by the Talent Acquisition (TA) team in one of the major corporations in the health care sector operating in Poland. In addition to discussing the technical side, it also addresses ethical and legal issues. The case study provides a comprehensive answer about the current impact of AI support in the process and raises questions about its future use.



The goal is to present a case study on the effectiveness of the AI tool used by the TA team. The aim is to demonstrate how this AI based tool enhances the recruitment process. By showcasing specific benefits and outcomes, we will highlight its impact on efficiency and success. The study will identify not only benefits, but also potential threats and issues caused by tool usage and areas for improvement. This will provide a comprehensive understanding of AI support in recruitment operations.

## Expected Learning Outcomes

By engaging with this case study, learners will:

- 01** Know how tools work and how they optimise the recruitment process;
- 02** Observe the specific benefits that it brings to the Talent Acquisition team;
- 03** Evaluate areas for improvement or further development
- 04** Be able to participate in the best practices description for integrating tools into daily recruitment activities
- 05** Be a part of the discussion about potential threats and barriers for using the tools from the legal, ethical, and compliance perspectives.

## Suggested Methodological Approach

Case-Based Learning



## Keywords

Artificial Intelligence, Human Resources, Talent Acquisition, Innovation, Process Support, Tool

## Introduction / History and growth

Established in the 19th century, the multinational corporation has a rich history of innovation and leadership in various technology-driven sectors.

Initially known for its contributions to the lighting industry, it has significantly expanded its operations over the years to become a leading entity in health care, consumer electronics, and home appliances. In the health care sector, this company is recognised for its advanced medical imaging systems, patient

monitoring solutions, and health care informatics. The company's commitment to improving lives through meaningful innovation is reflected in its extensive portfolio of products and services designed to support health care providers and enhance patient outcomes.

## Business profile

The company boasts a substantial global presence with operations in over 100 countries, employing around 80,000 professionals dedicated to advancing health care, consumer electronics, and home appliances. Through strategic alliances, local market adaptations, and extensive R&D facilities worldwide, the company continuously innovates to improve lives with meaningful technology solutions.

*With presence in over 100 countries, the company leverages its global capabilities to enhance lives through technology internationally, driving health innovation and making meaningful contributions to communities worldwide.*

### Key Business Areas:

Health Care, Consumer Electronics, Home Appliances

01

### Global Research and Development (R&D)

The company dedicates considerable resources to R&D, with major centres located in Europe, North America, and Asia. These facilities focus on pioneering new technologies, such as AI in health care, advanced medical imaging, and connected care solutions.

02

### Social and Environmental Initiatives

The company actively participates in social and environmental initiatives around the world. Its foundation focuses on providing health care access to underserved communities and promoting sustainability practices.

## Sector Overview

The company operates in the technology and health care sector, focusing on innovative products to improve people's lives

Key areas include medical devices, consumer health, and home appliances. The technology segment offers advanced solutions for health care professionals, enhancing patient care and operational efficiency. It faces strong competition from other global technology giants. These competitors also strive to lead in innovation and provide cutting-edge solutions.

Consumer health products must contend with well-established brands revered for quality. Home appliance offerings compete with major companies known for reliability and advanced features. Despite intense competition, the focus remains on innovative and user-friendly products. The aim is to distinguish their solutions through superior performance and design. Continuous research and development (R&D) ensures that they stay ahead in the rapidly evolving technology landscape.

## Market size and growth trend

The market size of global health care technology, including medical devices and health informatics, is substantial and rapidly expanding. As of 2023, the market is estimated to be worth over 520 billion USD. The health care technology sector is projected to maintain strong growth, with a compound annual growth rate (CAGR) of approximately 17–20% over the next several years. Factors driving this growth include increasing demand for advanced health care solutions, the integration of AI and machine learning, and the push for digitised health care systems.

# The Company's Current Situation •

## Current situation

The company continues to navigate various challenges and opportunities within the health care technology sector.

Here are some key highlights

01

### Portfolio Focus

Focusing on strengthening its portfolio in health care technology, including imaging systems, patient monitoring, and digital health solutions, as well as emphasising innovations related to telehealth, diagnostics, and connected care;

02

### Financial Performance

The company has faced some fluctuations in its financial performance, impacted by global supply chain disruptions and economic pressures. It has taken steps to streamline operations and focus on high-margin, strategic areas;

03

### Leadership

The company has seen some shifts in leadership aimed at driving strategic changes and improving operational efficiency. New initiatives have been put in place to enhance customer satisfaction and drive growth in the post-pandemic era;

04

### Sustainability Goals

Advancing its sustainable development goals, aiming to make health care more accessible and environmentally-friendly. The company is investing in reducing its carbon footprint and enhancing sustainable practices across its operations.



## Current AI usage in the company

The company is actively integrating AI across its various sectors to drive innovation and efficiency. In health care, it uses AI to improve diagnostics and personalised treatments, enhancing patient outcomes. Consumer health products now incorporate AI for personalised user experiences, meeting individual needs more effectively. AI is also being used in home appliances to create smarter, more intuitive devices that simplify daily tasks.

From the process perspective, AI offers significant support to employees by automating repetitive tasks, freeing up time for more strategic work. In customer service, AI chatbots handle common inquiries, allowing staff to focus on complex issues. For health care professionals, AI assists in data analysis, enabling quicker and more accurate diagnoses.

In manufacturing, AI optimises production processes, reducing errors and improving efficiency. Human resources teams benefit from AI-driven talent acquisition tools that streamline recruiting and match candidates more effectively. Additionally, AI provides valuable insights and analytics, supporting decision-making and strategy development.

Current active AI implementation provides significant support to specialists in various roles. Finance teams use AI for automating routine tasks such as invoice processing and financial reporting, boosting accuracy and efficiency.

In supply chain management, AI helps optimise logistics and inventory management, ensuring timely delivery and reduced costs. Customer support specialists benefit from AI-driven analytics, which offer deeper insights into customer behaviour and needs.

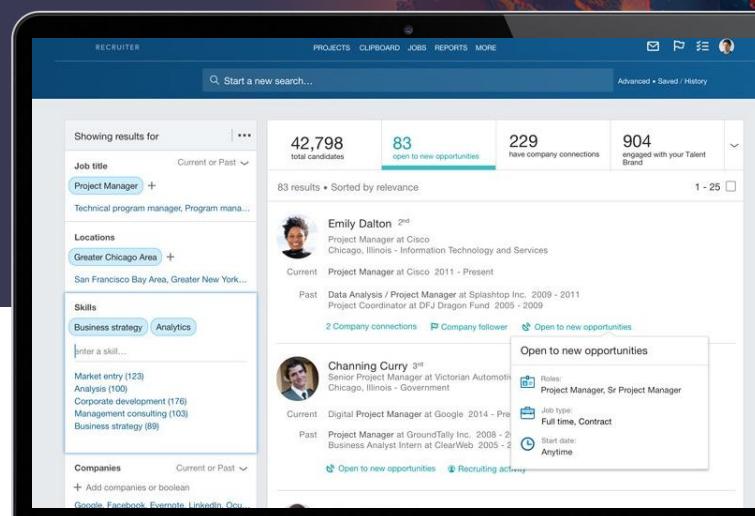
*HR teams utilise AI for efficient talent management, from recruitment to employee development. This helps ensure that the best candidates are matched in the right roles.*

# Key Aspects to be Analysed •

## Tool Review

**LinkedIn Recruiter** is one of the most popular tools for recruiters, providing access to a broad database of candidates (around 900 million) along with advanced filtering capabilities.

Utilising AI, the tool suggests the best matches based on previous searches and user preferences. It is ideal for sourcing talent for specialist positions.



RECRUITER PROJECTS CLIPBOARD JOBS REPORTS MORE Advanced • Saved / History

Showing results for  Job title Current or Past  Project Manager + Technical program manager, Program mana...

Locations  Greater Chicago Area + San Francisco Bay Area, Greater New York...

Skills  Business strategy  Analytics  enter a skill...

Market entry (128) Analysis (100) Corporate development (176) Management consulting (103) Business strategy (89)

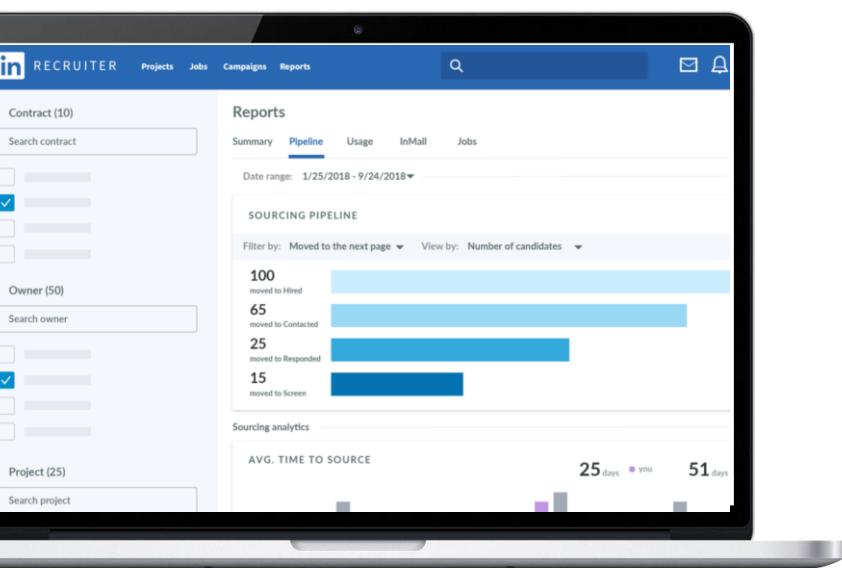
Companies Current or Past  + Add companies or boolean

42,798 total candidates 83 open to new opportunities 229 have company connections 904 engaged with your Talent Brand

83 results • Sorted by relevance

**Emily Dalton** 2<sup>nd</sup> Project Manager at Cisco Chicago, Illinois - Information Technology and Services Current Project Manager at Cisco 2011 - Present Past Data Analysis / Project Manager at Splashtop Inc. 2009 - 2011 Project Coordinator at DJ Dragon Fund 2005 - 2009 2 Company connections  Company follower  Open to new opportunities

**Channing Curry** 3<sup>rd</sup> Senior Project Manager at Victorian Automot Chicago, Illinois - Government Current Digital Project Manager at Google 2014 - Present Past Project Manager at GroundTally Inc. 2008 - 2011 Business Analyst Intern at ClearWeb 2005 - 2006  Open to new opportunities  Recruiting activity



RECRUITER Projects Jobs Campaigns Reports

Contract (10) Search contract

Owner (50) Search owner

Project (25) Search project

Reports

Summary Pipeline Usage InMail Jobs

Date range: 1/25/2018 - 9/24/2018

**SOURCING PIPELINE**

Filter by: Moved to the next page View by: Number of candidates

Moved To	Count
Moved to Hired	100
Moved to Contacted	65
Moved to Responded	25
Moved to Screen	15

**Sourcing analytics**

AVG. TIME TO SOURCE

25 days you 51 days



**Microsoft Copilot** can support the Talent Acquisition team in the learning and development sector by recommending personalised training programmes based on employee skill gaps and career goals. It can analyse data to identify trends in skill development needs, enabling the team to tailor training initiatives effectively.

**Evie** facilitates the entire interview scheduling process, without any integration needed. No more back-and-forth frustration for recruiters. It provides a branded, human-like experience, arranging the necessary logistics for interviews, negotiates for available times between interviewers and candidates, persistently follows-up with unresponsive parties, and reminds both parties on the day before the interview. At any point in the scheduling process, Evie will manage reschedules or cancellations requested by either interviewers or candidates.

## Efficiency – how do tools streamline recruitment tasks and save time for Talent Acquisition teams?

The use of LinkedIn Recruiter, Microsoft Copilot, and Evie significantly enhances the overall productivity of the Talent Acquisition (TA) process and allows employees to focus on more advanced tasks, such as thorough screening of selected candidates or supporting current employees in their development.

Productivity improvements are derived from the tool's functionalities, which save time by initially filtering candidates based on keywords, specific skills, languages, etc. (LinkedIn Recruiter), creating tailor-made career paths (Microsoft Copilot), as well as through the automated management of candidates' and recruiters' calendars and the creation of autoresponders (Evie Assistant). Evie can save up to 25% of recruiters' total working time (10 times less

time spent on planning interviews). Internal research has shown that TA employees emphasise the ease of use and overall satisfaction with the changes. Overall experience of the recruitment process evaluated by the candidates since using the tools increased to nearly 90%, mainly because of the speed of feedback responses and the reception of invitations to interviews. Below is Evie workflow presented as a process map.



Using AI tools for candidate screening in the HR area comes with several challenges and limitations:

While AI tools offer significant advantages in streamlining and enhancing candidate screening processes, addressing these challenges and limitations is vital for ensuring a balanced and effective approach to HR management. The lack of awareness and carefulness in this area can lead to serious work-law-related consequences.

01

## Bias and Fairness:

- **Algorithmic Bias** – AI systems can inadvertently incorporate biases present in the historical data they are trained on, potentially perpetuating bias against certain groups;
- **Fairness** – ensuring fairness in AI-driven decisions can be complex, especially in terms of equal opportunity for all candidates regardless of their backgrounds.

02

## Transparency and Accountability:

- **Black-Box Nature** – many AI models function as ‘black boxes,’ meaning that their internal workings are not transparent, making it difficult to understand or explain why a particular decision was made;
- **Accountability** – if a candidate feels they were unfairly evaluated by an AI system, establishing accountability and addressing their concerns can be challenging.

03

## Data Privacy and Security:

- **Confidentiality** – handling sensitive candidate information requires robust data privacy and security measures. Breaches can lead to serious consequences;
- **Compliance** – adhering to regulations such as GDPR (General Data Protection Regulation) and other local data protection laws is crucial when using AI tools;
- **High risk of data breaches** caused by hacker attacks.

04

## Quality and Accuracy:

- **Data Quality** – the effectiveness of AI tools depends heavily on the quality of the data they are trained on. Poor quality or incomplete data can lead to inaccurate assessments;
- **Accuracy** – AI systems may sometimes produce false positives or negatives, potentially leading to the elimination of qualified candidates or advancement of unsuitable ones;
- **Limited efficiency** in the case of less popular specialisations or locations.

05

## Human Touch:

- **The Lack of Personalization** – AI tools can lack the human touch required for nuanced assessments, where a recruiter might pick up on subtleties that algorithms cannot see;
- **Candidate Experience** – the impersonal nature of AI-driven processes can impact candidate experience and lead to disengagement.

06

## Cost:

- Licences for both tools are expensive. This high entry fee limits the group of beneficiaries only to medium and big companies.

07

## Ethical Considerations – Decision-Making Ethics

- Ensuring ethical use of AI in recruitment involves wrestling with moral concerns about automated decision-making processes and their impacts on people’s careers

# Questions to Consider •



## AI or not AI? What is the conclusion?

Taking into consideration all the above-mentioned advantages and disadvantages of AI tools usage, the company needs to answer the following questions: What is the final decision for the level of AI support? Should its role be bigger to save more money and time as well as to be more competitive on the market, or should it be implemented step by step, taking into consideration all potential challenges and negative consequences it may cause for the company reputation? All big market players need to answer these questions. Currently, the general question is not "if" but "how", "when", and "to what extent"?

## Process effectiveness is clear, but how to measure quality?

Although there are available measurements of time savings in the process provided by the use of AI tools, due to the fact that it is still a developing field, there is not enough data regarding whether the candidates selected through the initial AI screening are of high quality. Of course, they are subsequently verified by TA department employees, but in the future, it would be worth considering investigating the quality of the candidates selected by AI itself.

