

Customized Management & Professionalskills Training

	-1- Yes definitely	-2- I'm not sure	-3- No, not really
1. Strategic alignment: Is everyone in your organization, in particular, your management team aligned on the strategic goals of the organization? Alignment means that they are clear, in agreement, and working on execution.			
2. Management training: are you adequately training your management to grow with your organization? Do they feel that you are investing in them?			
3. Special initiative: are you trying to launch a specific initiative and having trouble getting it to stick with your staff? Examples include- shifting to solutions selling, customer service orientation, communication skill improvement, improved performance management, etc?			
4. Existing training resources: are the staff responsible for conducting your training efforts trained in instructional design and delivery concepts? If not, could they benefit from some outside guidance?			
5. Sales training: how effective is your sales training? Do your sales meetings incorporate training techniques are they a series of back to back talking heads?			
6. General training resources: Are you dedicating enough energy and resource to management and or soft skills training? Is it time for you to begin to institutionalize some regular type of training effort?			
7. General training effectiveness: How effective is your training today? Have you seen a difference in your staff? Does your staff feel good about the training?			