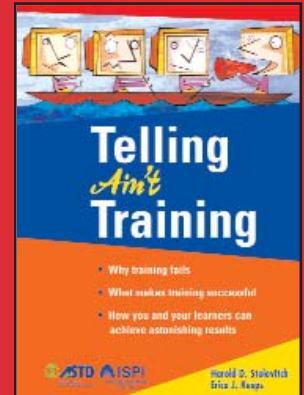


A Spectacular One-Day Event Telling Ain't Training & Training Ain't Performance

Telling Ain't Training Half-Day Session

Session Description:

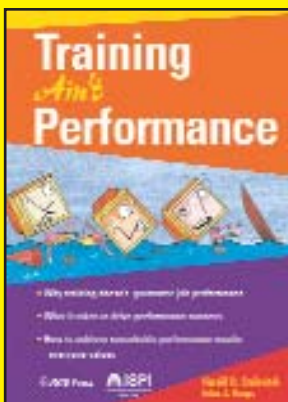
We derive our most valuable lessons from what we experience, not from what we are told. This session takes a light-hearted, experiential approach to transforming telling (a waste of time) into activities that result in long-term retention and behavior change. Through a series of hands-on exercises, participants will not only have fun learning, but will also acquire some research-based principles for building retention and improved performance.



Session Objectives:

- State and apply six principles for transforming the dreaded info-dump into worthwhile learning.
- Apply four cognitive strategies to improve information retrieval.
- Name six universals from learning research which strongly increase the probability of learning.

Training Ain't Performance - Half-Day Session



"They learned it, so why aren't they producing the results?" This half-day, hands-on workshop opens with a real-world case that sets the stage for discriminating between training and performance. It provides you with models, tools and examples for handling training requests from a "performance" perspective. You get to practice performance consulting and acquire analytic skills through real-world projects in small groups with guidance and coaching. You also receive a comprehensive reference manual complete with job aids to support you in your next project.

This workshop is particularly useful for those who are faced with training requests and have little or no formal training in playing a performance consulting role with their internal or external clients.

Overall Objective:

Analyze and document a request for training or performance support from a performance perspective and prescribe suitable interventions.

Specific Objectives:

- Define "performance."
- Identify six key factors that affect workplace performance.
- Complete and document a front-end analysis using a set of job aids.