

Deliver training that gets results

Do you want to maximise the return on your training investment by way of increased productivity and revenue? Check out Accela's top tips for proven success:

Tip #1

Assess the training need

- Assess proficiency of entire team against core role competencies
- Ensure training commissioned meets most urgent and important opportunity for improvement

Tip #2

Ensure training is customised

- Tailor training to need of business
- Engage training provider to ensure understanding of business objectives

Tip #3

Time topics to maximise immediate positive revenue impact

- Have training topics match business rhythm of organisation
- Use BAU sales cycles to co-ordinate tactical training efforts
- Use training to enhance new sales projects

Tip #4

Ensure training is modularised and digestible

- Avoid information overload
- Training to be segmented into "bite-sized" building blocks which can be added together as competency increases

Tip #5

Implement robust follow-up plan

- Follow-up with specific and goal focussed action planning process
- Management to overview and support

Tip #6

Embed learning

- Look for opportunities to reinforce training outcomes
- Build learned training modules and processes into BAU business and sales activity
- Create best practice forum
- Cycle new hires through learning program
- Look for opportunities to extend skill sets via "advanced" training modules

Want to know how Accela can assist?

Contact us at info@accela.com.au or call +61 2 9368 7969 for a complimentary review of the effectiveness of your training spend.