

## Feedback Analysis Report

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Training Category:	Management Development
Title:	Leadership, Innovation & Enterprise Skills
Delivery Method:	Instructor Led
Provider:	InniTech Training Company Limited
Trainer:	John Powell
Location:	Oxford Office
Date:	14/03/2011
Delegates:	18

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## The Course

### 1. Select the scale that applies to this question

Mark:	Average/ s.d.	Strongly Agree 1	Agree 2	Neutral 3	Disagree 4	Strongly Disagree 5	Not Answered 0
The course objectives were clearly defined.	2.28 1.18	5 27.8%	7 38.9%	3 16.7%	2 11.1%	1 5.6%	0 0.0%
The course was organised in a logical sequence.	1.83 0.79	7 38.9%	7 38.9%	4 22.2%	0 0.0%	0 0.0%	0 0.0%
The course was at an appropriate level of difficulty.	2.17 1.15	6 33.3%	6 33.3%	4 22.2%	1 5.6%	1 5.6%	0 0.0%
The course was an appropriate length.	2.17 0.92	5 27.8%	6 33.3%	6 33.3%	1 5.6%	0 0.0%	0 0.0%
The course manual contributed to learning.	1.83 1.10	10 55.6%	3 16.7%	3 16.7%	2 11.1%	0 0.0%	0 0.0%
The presentation materials contributed to learning.	1.72 1.02	10 55.6%	5 27.8%	1 5.6%	2 11.1%	0 0.0%	0 0.0%
The lab/practice exercises contributed to learning.	1.83 1.04	9 50.0%	5 27.8%	2 11.1%	2 11.1%	0 0.0%	0 0.0%
The pre-work for this course was of value.	2.17 0.83	3 16.7%	7 38.9%	6 33.3%	1 5.6%	0 0.0%	1 5.6%

The course objectives were clearly defined.



The course was organised in a logical sequence.



The course was at an appropriate level of difficulty.



The course was an appropriate length.



The course manual contributed to learning.



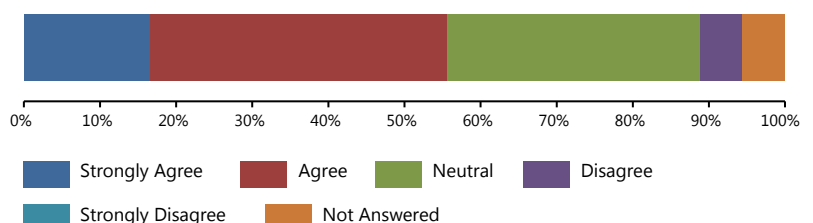
The presentation materials contributed to learning.



The lab/practice exercises contributed to learning.



The pre-work for this course was of value.



## 2. Additional Comments

- A reasonable amount of food for thought.
- Hard work but very interesting. I learned a lot of new things.
- I found it useful
- I got a greater understanding of the subtleties of building a team
- I now have a clearer understanding of the challenges of building and managing a sales team.
- Intensive but now feel more prepared. Lots of work to do.
- Interesting material but this course has very little to do with my core job.
- Invaluable in bringing me up to speed on how to best work with a sales team as I've recently been promoted
- Not too sure about the level of the material, a lot of it was over my head as I have just started working in sales.
- Now have a greater understanding of how I can get the best out of my sales team.
- Practical advice well presented.
- Reasonably well organised and structured to give a good understanding of the material.
- The case studies were realistic and interesting and brought the dynamics of the sales function alive.
- The interaction during the course helped in bringing the material alive.
- Very stimulating material. Lots of good ideas.
- Way too much material was covered here, it was a bit overwhelming. Maybe best delivered over a couple of days as opposed to be a one day course.
- Will probably be able to take most if not all techniques and put them into practice. The course was easy to follow without the need for constant clarification.




Responses: 17

Not Answered: 1

Response Rate: 94.4%




## 3. Did the trainer meet your expectations?

Response	Count	Frequency
Yes	14	77.8%
No	2	11.1%
Answered	16	88.9%
Not Answered	2	11.1%
Total	18	100.0%

Response	Frequency	Count	
Yes	77.8%	14	
No	11.1%	2	
Not Answered	11.1%	2	
Total:	100.0%		

4. Was the delivery method effective?

Response	Count	Frequency
Yes	11	61.1%
No	4	22.2%
Answered	15	83.3%
Not Answered	3	16.7%
Total	18	100.0%

Response	Frequency	Count	
Yes	61.1%	11	
No	22.2%	4	
Not Answered	16.7%	3	
Total:	100.0%		

## 5. How would you rate the trainers knowledge?

Average/ s.d.	Excellent	Very Good	Good	Fair	Poor
Mark:	1	2	3	4	5
2.33	3	6	5	3	0
0.99	16.7%	33.3%	27.8%	16.7%	0.0%

Responses: 17

Not Answered: 1

Response Rate: 94.4%






### Follow-on Comments:

- Delivered the material with enthusiasm
- Had a straight forward and practical approach which was good
- He gave a good insight into this area and was quite happy to explain further when required.
- He was able to draw on his experience in the field which was interesting. Gave me a lot to take back and consider
- Impressive breadth of knowledge
- Put a lot of effort into answering questions
- Seemed to know what he was talking about
- Sounded knowledgeable but was lost on me
- Straightforward and easy to understand
- Very helpful and easy to talk to
- Was impressed with his knowledge

Responses: 11

Not Answered: 7

Response Rate: 61.1%

Response	Frequency	Count	
Excellent	16.7%	3	
Very Good	33.3%	6	
Good	27.8%	5	
Fair	16.7%	3	
Poor	0.0%	0	
Not Answered	5.6%	1	
Total:	100.0%	18	

6. How do you rate the venue?

Average/ s.d.	Excellent	Very Good	Good	Fair	Poor
Mark:	1	2	3	4	5
2.89	0	5	10	3	0
0.68	0.0%	27.8%	55.6%	16.7%	0.0%

Responses: 18  
 Not Answered: 0  
 Response Rate: 100.0%

Response	Frequency	Count
Excellent	0.0%	0
Very Good	27.8%	5
Good	55.6%	10
Fair	16.7%	3
Poor	0.0%	0
Not Answered	0.0%	0
Total:	100.0%	18

7. Please rate the equipment that you used.




Average/ s.d.	Excellent	Very Good	Good	Fair	Poor
Mark:	1	2	3	4	5
2.56	0	8	10	0	0
0.51	0.0%	44.4%	55.6%	0.0%	0.0%

Responses: 18  
 Not Answered: 0  
 Response Rate: 100.0%

Response	Frequency	Count
Excellent	0.0%	0
Very Good	44.4%	8
Good	55.6%	10
Fair	0.0%	0
Poor	0.0%	0
Not Answered	0.0%	0
Total:	100.0%	18




8. Would you attend another training course with us?

Response	Count	Frequency
Yes	15	83.3%
No	2	11.1%
Answered	17	94.4%
Not Answered	1	5.6%
Total	18	100.0%

Response	Frequency	Count	
Yes	83.3%	15	
No	11.1%	2	
Not Answered	5.6%	1	
Total:		100.0%	

9. Would you recommend our Training Courses to others?

Response	Count	Frequency
Yes	15	83.3%
No	1	5.6%
Answered	16	88.9%
Not Answered	2	11.1%
Total	18	100.0%

Response	Frequency	Count	
Yes	83.3%	15	
No	5.6%	1	
Not Answered	11.1%	2	
Total:		100.0%	