



Training for Impact: How to Link Training to Business Needs and Measure the Results

Dana Gaines Robinson, James C. Robinson

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Document your efforts in terms management will understand

Are your employee training efforts really paying off? In this hands-on guide, two top human resources consultants present a results-oriented, twelve-step approach that directly links training to specific organizational goals. Here is all the information and guidance you need to create a work environment that reinforces new skills and maximizes training results. You'll also learn to document the effect your efforts have on the bottom line, track subtle but important changes in employee values and beliefs, and demonstrate increased sales and productivity. It's THE definitive handbook for tracking and cost justification of training and development efforts.

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