

ROI Workshops

Measure Return on investment

Please join us at our **special** ROI workshops for people in the training / HR Industry. We will show you how to put a business case together and what things to measure in Training and Development. Learn how to measure ROI, what to look for and how to bring soft measures in line with hard measures.

We will also share some case studies on specific implementation of the ROI model and discuss its benefits as used by a leading NZ Bank showing prediction of ROI and its measurement. Find out how the bank showed an ROI of well over 300% in just two measures alone by implementing the ROI model for qualifying staff.

We will also provide some practical examples for you on how to gain as much from predicting and measuring ROI as possible and take a couple of examples from those attending.

Workshop Flow:

"I had to present a capability plan the GM of the contact centres the week after the presentation. I was able to apply the tips on writing a business case as well as some of the basic ROI principles you discussed in preparing the final draft of the report. The report took about three months to work its way through the consultation process, but was approved for implementation next budget round with a spend of around \$2m in total. It would have been approved then and there, except that the money had been allocated elsewhere the day before."

- Government Department, 2006

- What is ROI? & Introduction to the Formula
- Accountability from inside and from providers
- Reason & Accountability
- Drilling down to the real reasons
- Hard & Soft measures & Tough Questions
- The knock on effect of no accountability
- The right language for a business case
- 4-step methodology for the business case
- How to measure & Areas of measurement
- Formula in detail
- Sample organisation and work through examples

ROI Workshop - limited to first **20** Registrations

Only **\$195 plus GST** per person
8.30am to 12.30pm

Inclusive of ROI CD Rom & Morning tea

To Register: Email: sales@rapid-results.com

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