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TRAINING NEEDS ANALYSIS

1

2

3

Training Needs
Assessment Status

Skills Needed

Overall Level of Training
Needed

Receptiveness to
Training

4

100%

1. Dynamics & Salesforce Integration
2. How to create sales reports.
3. Outlook best practices

Mid

High

5

50%

1. Brand voice introduction
2. CRM basics

High

Mid

6

7

8

9

10

11

12

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Michael Hoelscher



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who needs more information on finances **Resources in Education** ,1997 CFO ,1991 Training Needs Assessment
Jean Barbazette,2006-01-20 This book covers the essentials of needs analysis from the emerging trainer s perspective by
providing just the right amount of support and knowledge without going too deep into the subject The topics covered include
when and how to do a training needs analysis using informal and formal analysis techniques goal task and population
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