

BNH Expert Software The ADVISOR Solution

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Problem

Use Learning & Sales data to:

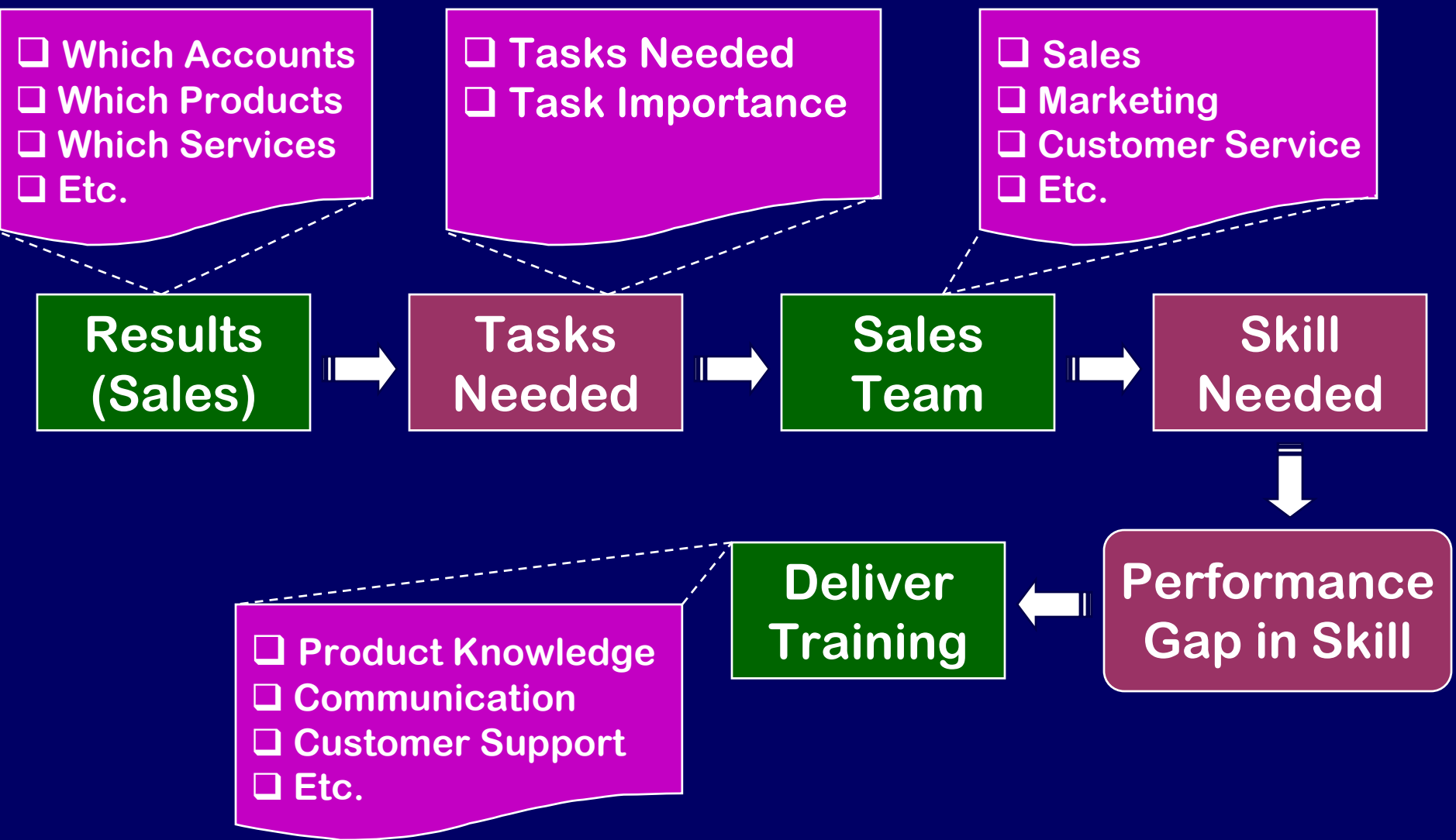
- Measure impact of learning on sales performance (Level 4)
- Find out if training initiatives are cost effective (ROI)
- Improve training to better meet organizational goals



Perceived Relationship Between Training & Results



Actual Relationship Between Training & Results



ADVISOR Enterprise

Strategic Planning, Budgeting and Management Tool



An Internet/Intranet based decision support tool to help organizations plan and manage training budgets and resources from a central location and identify ways to run training programs more effectively & economically.



1

Align Training with Organization Goals
Which goals are we trying to achieve?

2

Improve Human Performance
How much does training impact the goals?

How is ADVISOR Organized?

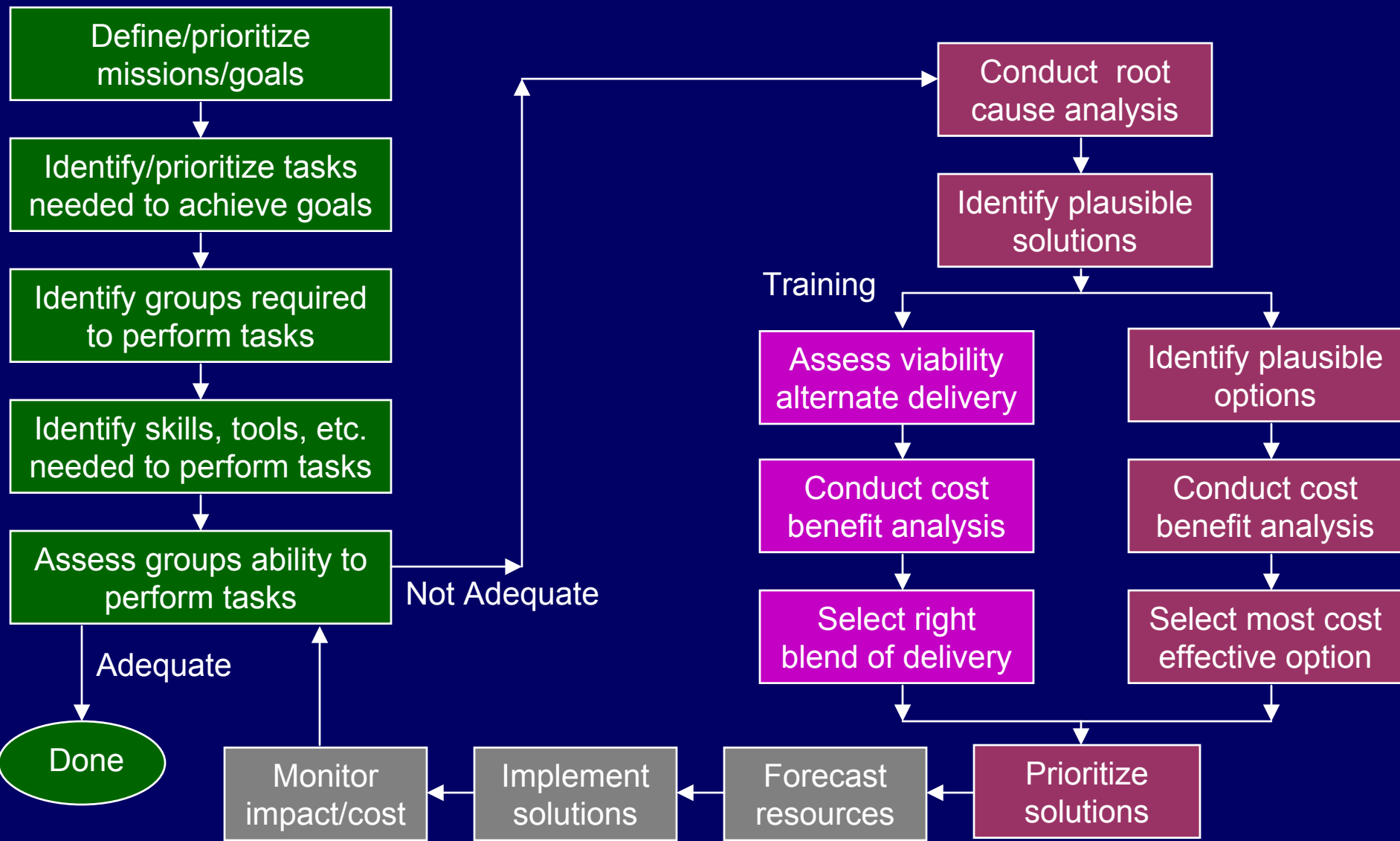
3

Select Right Blend of Delivery Options
What is the best way to deliver the training?

4

Manage Training Budgets & Resources
Are we making the most out of budgets & resources?

How ADVISOR Enterprise works



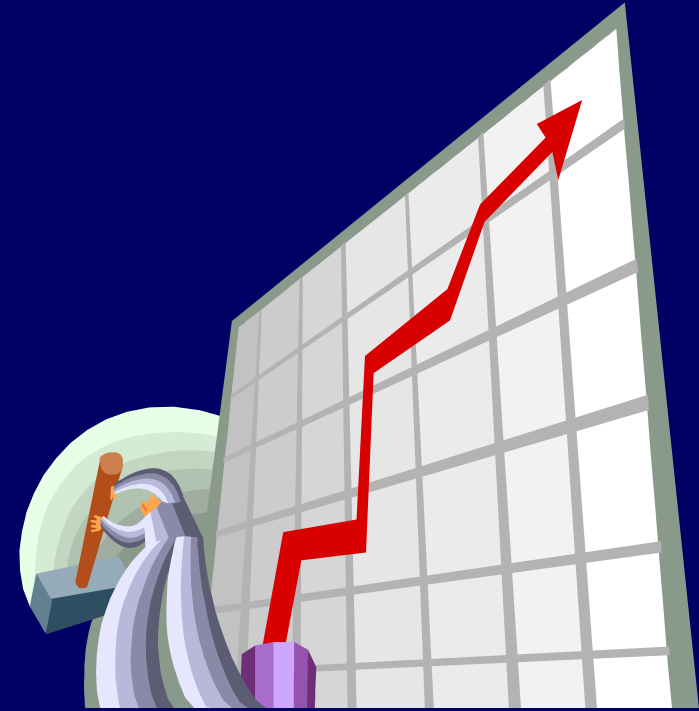
Conclusions - ADVISOR Enterprise can help you:

- Measure impact of learning on performance (Level 4). Establish clear links between:
Goals ... Training Activities

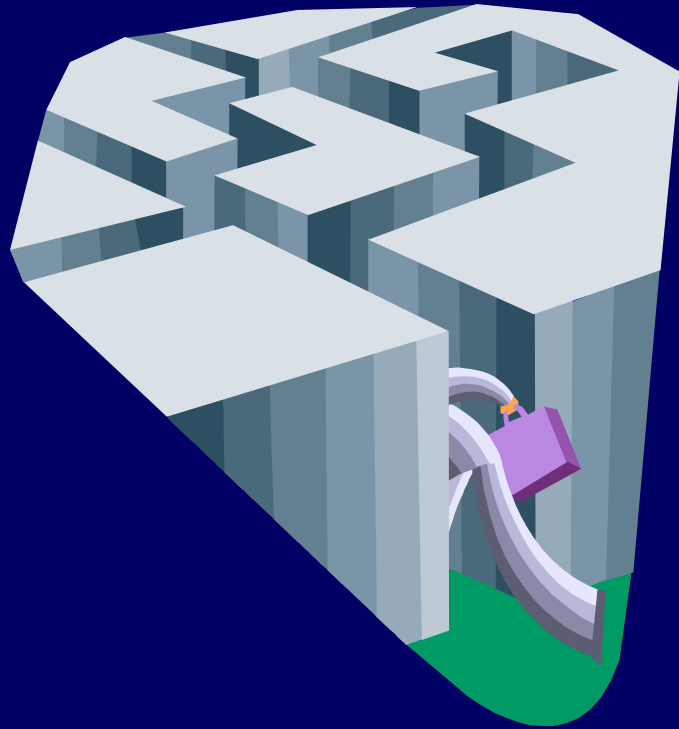
- Determine ROI of training activities – i.e., find out if training activities are cost effective.

- Increase impact of training:

- Focus on most critical initiatives
- Select right blend of delivery options
- Consider multiple what if scenarios



Don't leave your training investment to chance!



**Demos & white papers at
<http://www.bnhadvisor.com>**

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