



Forecast Recommended Media Impact & ROI Report

Parameters: Courses
January 01, 2017 to December 31, 2017

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Prioritizes recommended delivery options within multiple courses based on anticipated Return on Investment (ROI) – highest to lowest.

Analyst Recommendations [Costs over life of course]

Course Title	Direct Costs	Indirect Costs	Total Cost	Delivery Options
Decisiveness	\$0	\$41,751	\$41,751	Webex
Developing Others	\$0	\$27,315	\$27,315	Webex
Accountability	\$0	\$9,319	\$9,319	ILT
Communication	\$0	\$13,699	\$13,699	CBT
Leadership	\$0	\$76,363	\$76,363	Webex
Influencing/Negotiating	\$0	\$23,612	\$23,612	ILT
Conflict Resolution	\$0	\$8,404	\$8,404	ILT
Change Management	\$0	\$8,422	\$8,422	ILT
Customer Service	\$0	\$8,422	\$8,422	ILT
Leveraging Diversity	\$0	\$12,064	\$12,064	ILT
Total:	\$0	\$229,371	\$229,371	

Current Delivery [Costs over life of course]

Course Title	Direct Costs	Indirect Costs	Total Cost	Delivery Options
Decisiveness	\$558,333	\$39,966	\$598,299	ILT
Developing Others	\$212,500	\$28,515	\$241,015	ILT
Accountability	\$0	\$22,294	\$22,294	Webex
Communication	\$0	\$22,941	\$22,941	Webex
Leadership	\$0	\$79,933	\$79,933	ILT
Influencing/Negotiating	\$0	\$23,612	\$23,612	ILT
Conflict Resolution	\$0	\$8,404	\$8,404	ILT
Change Management	\$0	\$8,422	\$8,422	ILT
Customer Service	\$0	\$8,422	\$8,422	ILT
Leveraging Diversity	\$0	\$12,064	\$12,064	ILT
Total:	\$770,833	\$254,573	\$1,025,406	

Potential Savings [over life of course]

Course Title	Direct Saving	Indirect Saving	Total Saving	ROI
Decisiveness	\$558,333	-\$1,785	\$556,548	18.60%
Developing Others	\$212,500	\$1,200	\$213,700	17.73%
Accountability	\$0	\$12,975	\$12,975	11.64%
Communication	\$0	\$9,242	\$9,242	8.06%
Leadership	\$0	\$3,570	\$3,570	0.89%
Influencing/Negotiating	\$0	\$0	\$0	0.00%
Conflict Resolution	\$0	\$0	\$0	0.00%
Change Management	\$0	\$0	\$0	0.00%
Customer Service	\$0	\$0	\$0	0.00%
Leveraging Diversity	\$0	\$0	\$0	0.00%
Total:	\$770,833	\$25,202	\$796,035	

* Course Title Dimmed = Incomplete

* Course Value Dimmed = Course already in progress, impact & ROI may no longer be accurate