

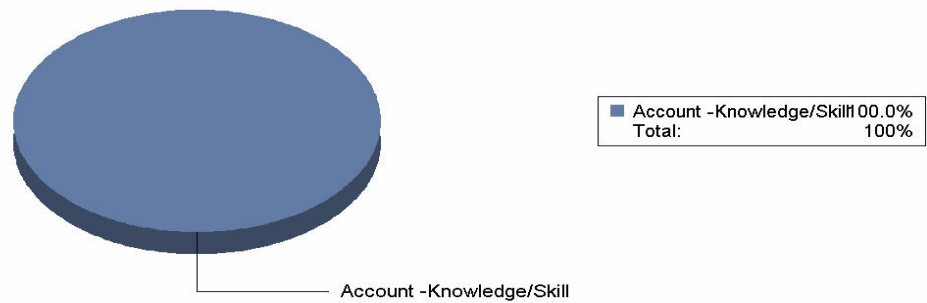


Identify Training Needed to Meet Goals

Prepared by: BNH Director
Date: September 2017

Identifies training needed to close a performance gap, or meet current, emerging and future challenges.

Training Programs
For Sales Division



Sales Division

Job Profile	Performance Objective	Recommended Solution	Solution Title	Impact on Goal
-------------	-----------------------	----------------------	----------------	----------------

Mission: Close Sales

Account Managers Negotiations

Training **Effective Communication** 100.00%

Training 100.00%

Course	Total Cost	Impact	Benefit	ROI
Effective Communication	\$258,902	\$1,600,000	\$1,341,098	517.99%

* Solution / Course Title Dimmed = Incomplete