

TRAINING EVALUATION

Training:	ABC f Sales for Tippers
Training date:	October 10-11, 2012
Trainer:	Ing. Attila Csörgö

Evaluation 1-6 (1 - unsatisfactory, 6 - excellent)

Participant	Practical value	Content	Training Form-method	Training materials	Trainer's Performance	Overall evaluation	Recommend the Training?
1	6	6	6	5	6	6	yes
2	6	6	6	3	6	6	yes
3	6	6	6	5	6	6	yes
4	6	6	5	5	6	6	yes
5	6	5	6	6	6	6	yes
6	6	6	6	6	6	6	yes
7	6	6	6	4	6	6	yes
8	5	6	5	5	6	5	
9	6	6	6	5	6	6	yes
10	6	6	6	6	6	6	yes
11	6	6	6	5	6	5	yes
12	6	6	6	5	6	6	yes
13	6	6	6	6	6	6	yes
Average	5,9	5,9	5,8	5,1	6,0	5,8	

Training Positives:

Fulfilling the Action Plan, I was not bored during the training. I plan to use more self-reflection for my further professional growth, I have a positive feeling from this training.

The training was practical, attractive, not sleepy, and applicable in practice. I will use the games and objection part in my professional life.

The best training I ever participated, in three different banks. I am interested in continuing. The whole training was a significant contribution with many practical things and with immediate

The training was concentrating on specifics, exercising different situations, the Trainer having abundant sales experience. I glad that I had a chance to experience things according to my expectations, which I can really apply in practice. I can use all the exercises in practice.

The materials were transparent and well organized. The Trainer deliver a maximum performance, kept the attention and all of us from the very beginning till the final end. I would recommend the Trainer to more companies, and I would personally take more trainings, etc, from him. I can apply all the topics and exercises in practice.

Interesting, the Trainer has an excellent ability to gain attention and is full of energy. The Training covered everything that I expected, and what I can apply in practice. The materials were comprehensive and applicable in practice. The training helped mi to handle objections, to ask the right open questions, and ask for recommendation.

I will sure use this in practice, I learned how to handle objections, how to plan more effectively my time and how to ask for recommendation. The training content covered topics from practice, the Trainer continuously kept our attention alert. The Trainer was great, had ideas and recommendations from practice, thus it was a amusing refreshment. I would love to see you again for more trainings. I will utilize handling objections and personal growth in my practice.

This was a beneficial and practical training. The content was properly concentrated on the right topics. The form - adequate to practical dialogues. I would welcome a follow-up training dealing with the same topic n a higher level (utilizing and strengthening the gained knowledge - and get new information). I plan to use the objection handling process and the technique to initiate a new business relation with our potential partners.

The Training was dealing with specifics, contained many recommendations and examples from personal practice. It was an excellent presentation. The Trainer grabs and keeps the attention, in an entertaining way.

The Training is built on personal experience of the Trainer. He is optimistic, positive, direct, and "keeps the participants always in action".

The Training is absolutely inevitable for our professional life, tailor made, beneficial and on a high quality level. Very well selected. The training form was useful, well targeted and entertaining. Excellent work with the IT technical equipments. High professional level and experience. The performance of the Trainer was extraordinary, he is a great person. I will use the Selling Techniques and ideas in my professional practice.

Great experience! The performance of the Trainer was very good - we can see his valuable practical experience and I will be glad for further trainings with this Trainer. I will use the Quality Planning & Preparation for Meeting techniques.

The performance of the Trainer was bombastic. He supported and praised us also in moments, which were not ideal. I would welcome more trainings with him. I will use selling based on needs and objection handling in my practice.

Ideas for improvement:

Provide less materials.

Distribute the materials prior the training.

The first day was too long and we were tired by the end of the day.

Demanding content for two days.

We have not received all the materials.