

Small Group Trainers Survival Guide

Birge D. Reichard, Christiane M. F. Siewers, Paul Rodenhauser

Small Group Trainers Survival Guide:

The Small Group Trainer's Survival Guide Birge D. Reichard, Christiane M. F. Siewers, Paul Rodenhauser, 1992-07-01 Workshops and training groups aimed at raising awareness are an important form of emotional learning This volume is designed to assist leaders of such groups deal with participant's emotional reactions Embarrassment anger fear of failure and anxiety about authority are among the many emotions considered With the aid of case studies the authors guide readers through the education process highlighting its theoretical foundations and the role of the trainer they also discuss recognition prevention and management of distress reactions in a group setting The book for experienced or novice trainers will be invaluable to practitioners in many fields The Synchronous Trainer's Survival Guide Jennifer Hofmann, 2003-08-05 The Synchronous Trainer's Survival Guide is a hands on resource for enhancing your real time e learning sessions Written by Jennifer Hofmann a synchronous training leader it is the first and only book focusing solely on this emerging training method If you re new to synchronous training everything you need to know is right here If you re a seasoned pro the practical tips tools and customizable templates in this book will ensure the success of your online training courses meetings and events How to Sell Face-to-Face: Survival Guide Michael McGaulley, 2010-01-05 HOW TO SELL FACE TO FACE SURVIVAL GUIDE is a short to the point handbook focusing on the need to know for people getting started in the what may seem intimating new process of finding prospects and making face to face sales calls Especially for career changers and people going off on their own or looking for a new job or new field such as consultants free agents or independent contractors HOW TO SELL FACE TO FACE SURVIVAL GUIDE is drawn from the author's experience developing sales and sales management training for some of America's top corporate sales universities Among the TOPICS COVERED are these Starting questions for testing the viability of the product or service you will offer and defining your core selling messages Finding your way to the person who has budget and authority to say yes to what you offer Getting past the Screen or Gatekeeper Telephone sales tips both with the Screen and Prospect Opening face to face sales calls Consultative selling asking savvy questions to help the Prospect recognize whether needs exist for your product or service as well as the value of buying it to fill those needs Linking the needs uncovered with the specific ways in which what you offer will fill those needs both cost effectively and better than competing methods Dealing with the issue of price by focusing on value Being attuned to buying signals both verbal and non verbal Converting questions and objections into additional reasons for buying Closing for the order or some other kind of buying action Working with the customer after the sale and other customer care considerations **Counselling Skills and Theory 3rd Edition** Margaret Hough, 2010-07-30 This is where you can find an overview of the major approaches in counselling how they fit together and how you can integrate them into your practice It s also your guide to the nature of counselling the skills needed to be a counsellor and managing the challenges of the counselling relationship This new edition is suitable for a wide range of courses including Foundation Certificate Diploma

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An Swinnen, 2012-02-24 This guide tells you what you REALLY need to know to be a success in business Top tips illustrated with cartoons designed to put a smile on your face The Inspirational Trainer Paul Z. Jackson, 2001 Inspirational Trainer is intended to provide readers with both the tools and the attitude to be confident in trying new approaches in their training Simple powerful techniques are offered that will develop both the trainers and trainee Handbook of Research on the Efficacy of Training Programs and Systems in Medical Education Gotian, Ruth, Kang, Yoon, Safdieh, Joseph, 2019-12-27 The content of medical education knowledge transfer is compounded as medical breakthroughs constantly impact treatment and new diseases are discovered at an increasingly rapid pace While much of the knowledge transfer remains unchanged throughout the generations there are unique hallmarks to this generation s education ranging from the impact of technology on learning formats to the use of standardized patients and virtual reality in the classroom The Handbook of Research on the Efficacy of Training Programs and Systems in Medical Education is an essential reference source that focuses on key considerations in medical curriculum and content delivery and features new methods of knowledge and skill transfer Featuring research on topics such as the generational workforce medical accreditation and professional development this book is ideally designed for teachers physicians learning practitioners IT consultants higher education faculty instructional designers school administrators researchers academicians and medical students seeking coverage on major and high profile issues in medical education

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