

Online Training Questionnaire
September 2006

Questionnaire

1. How would you grade the overall quality of HPS presentations training today?
 - Excellent
 - Very good
 - Good
 - Satisfactory
 - Poor
 - Very poor

2. Have your presentations improved as a result of the seminar?
 - Yes
 - No

- 2a. If you answered yes to the above question, in which areas have you improved?
(multiple answers possible)
 - I need less time for preparation
 - I respond better to the needs of my target group.
 - I am able to guide my target group through the presentation better than previously.
 - I feel more confident when presenting
 - I come across as more convincing in my presentations

3. Which methods do you use for your presentations?
(multiple answers possible)
 - I consider the needs of my target group in advance (e.g. with GOAL-Finder)
 - I liven up dull bullet charts with images that reinforce my message (charts, animation, photos, etc.)
 - I design my slides logically (colors, font size, number of words, animation, etc.)
 - The use of TTT and energy valves gives me more confidence while I am presenting
 - I use HPS structural aids when preparing presentations (QUICK-Struct & ARGU-Struct)

- 3a. How much time do the HPS structural aids save (ARGU-Struct, QUICK-Struct)?
 - 80 - 100%
 - 60 - 80%
 - 40 - 60%
 - 20 - 40%
 - 0 - 20%
 - none

4. Have you reached a goal as a result of the HPS seminar that perhaps you wouldn't have reached otherwise?
(multiple answers possible)
 - I won an order / new account as a result of a presentation
 - I advanced up the career ladder as a result of a presentation
 - I gained a new business partner
 - I was able to implement a project
 - I don't know

5. If you were to evaluate the benefit of the seminar (in terms of time and money) over the last six months, how much has it been worth in euros?
 - 1,000
 - 5,000

- 10,000
 - 20,000
 - 30,000
 - 50,000 and more
 - I don't know
6. Has your company already benefited from your attending the seminar?
- Yes
 - No
- 6a. If you answered no to the above question, why not?
7. Think about the best soft skills seminar that you have ever attended at another training institute. Was the HPS seminar
- better?
 - as good?
 - worse?
8. How important are communication / presentation skills to your career success?
- Very important
 - Less important than other areas
 - Unimportant
9. Would you recommend HPS to others?
- Yes
 - No
- 9a. If you answered no to the above question, why not?
10. Are there any other comments that you would like to make to the HPS team?