MC CONSULTING - TEAM "PRODUCT" PRESENTATION Evaluation

Team: ___The Chetinators (Team 1)________ Date: __10/5/04__

Training Product: __Organizational Conflict Regulation (OCR)________

Clarity of Training Product Concept: (20 points) _19_
• focuses on communication skills and knowledge - Yes.
• identifies clear concepts to be learned - OK
• trainee and organization centered - Yes

Likely Contribution of Training to Organizational Effectiveness: (10 points) _8_
• Explains value to organization - Yes, good job (but it took a while to get there)
• provides support for value to organization - Yes!
• identifies “value added” (cost savings and revenue +) - Yes, but be clearer on the financial ($) value added

Market Potential: (25 points) _22_
• types and number of potential clients - Fuzzy. Be more specific on this
• selling points (USP) - OK – Nice support here
• training adaptability - some discussion of this but not a great deal
• marketing plan - Pretty fuzzy on this point

Training Objectives (15 points) _15_
• trainee-centered - Yes, well-written
• comprehensive - Yes
• S.M.A.R.T. - probably (as best I can tell so far)

Effectiveness of Oral Presentation: (20 points) _18_
• directness and fluency of delivery - generally good, Use notes a tad less.
• persuasiveness of delivery - OK, very solid tone
• emphasis Chet’s concerns - good job hitting nearly all his concerns (but thin on marketing)
• appearance - OK
• confidence - pretty good
• evidence of teamwork - OK but be a little less “scripted.”

Adjustments Needed in the Plan: TOTAL _82_
NONE (but the written material needs some editing. Some text should be shifted to different sections.)

Permission to Proceed with Product Development? _X_ YES! ____ NO ____ PROBABLY*
*but only after completing revisions listed above and re-submitting the proposal.

Grade _A_- Good job in the Q and A, esp. with the interaction between team members. Good PowerPoint.