

## Training Management - The Six Stage Model: how to effectively train employees

Vincent E Cording



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**Training Management - The Six Stage Model: how to effectively train employees** Vincent E Cording It is true that people are an organisation's most valuable asset; it is also true that unless they are trained correctly they can be an organisations most costly liability! The six stage model ensures that it's the results of systematic analysis and not an individual's 'best guess' that determines the skills and knowledge that are required to do a job. It is this pragmatic approach that ensures training is more relevant and more interesting for the learner. If training is outsourced it should be you and not the training supplier that determines what should be learnt. All too often ineffectual training companies use 'off-the-shelf' material that may tick the in vogue boxes but may be of little benefit. Unless you 'go in' knowing exactly what you want, you may 'come out' having bought, at significant cost, the deluxe, super-charged model when the basic would have been more than sufficient. It is a common misconception that training is the solution for any performance deficiency. There are many reasons that an employee may be under performing or underachieving, the six stage model poses key questions that ensure that training is not misused or misdirected.

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