Cost/Benefit Evaluation

LEADING EDGE TRAINING SOLUTIONS LLC
MEET, INNOVATE, TRAIN

Virtual training, using Internet connectivity, webcams, and the right platform, can empower your workforce—without the loss of productivity that live training may often entail. It's not for every situation, however. Take a few minutes to answer the following questions, to evaluate whether virtual training is the right choice for you.

You may submit your answers to Leading Edge Training Solutions, if you wish. All information will be held in strictest confidence.

1 Briefly, describe the subject (or learning objectives) of the *live* training event(s) you wish to replace or supplement with *virtual*, online training:

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2 Briefly, summarize the training activities in a live event than can (and cannot) be adequately replicated in a virtual environment:

_____

_____

3 Approximately how many individuals are involved? _____

4 What's the *average* travel & accommodation cost per trainee? $ _____

5 Total expected travel & accommodation cost (multiply lines 3 and 4): $ _____

6 Approximately how many days are involved (training *and* travel)? _____

7 What is the approximate average daily business value of each trainee? $ _____

8 Total "Time Out of Territory" (TOT) cost (multiply lines 3, 6, and 7): $ _____

9 Total cost* of an average live training event (add lines 5 and 8): $ _____

10 Summarize the *non-financial* costs and benefits of training in general and how they might be affected by a switch from live to virtual events:

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* not including costs that would be roughly the same for live and virtual events, such as compensation for a professional trainer