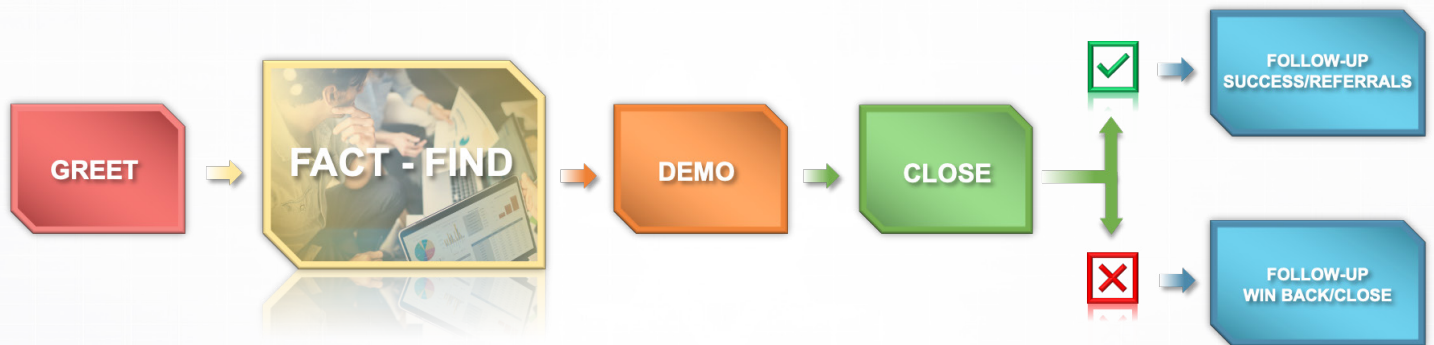


FACT-FINDING

The background of the slide features a man and a woman in a professional setting, looking at a laptop. The image is overlaid with a semi-transparent red filter. A diagonal design element, consisting of a dark teal line and a lighter teal shaded area, runs from the bottom left towards the top right. In the bottom left corner, there is a faint, light blue graphic of a city skyline with a white line graph superimposed over it.

FACT-FINDING



FACTS ABOUT QUALIFYING

1.

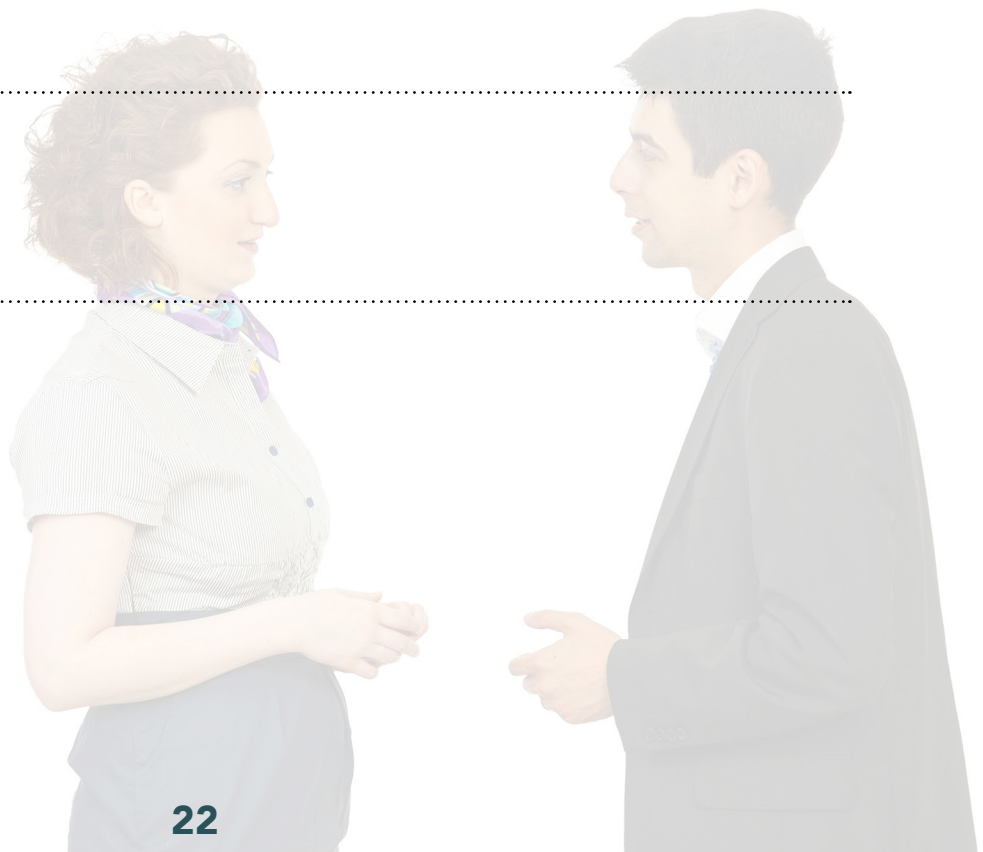
2.

3.

4.

5.

6.



MISTAKES MADE WHEN QUALIFYING

1.

2.

3.

4.

5.

6.

7.

8.

IDENTIFY NEEDS

1.

2.

3.

4.

5.

6.

7.

8.

*HOW MANY
EMPLOYEES DO
YOU HAVE?*

IDENTIFY BEHAVIORS

1.

2.

3.

4.

5.

6.

7.



EXERCISE

List your needs assessment questions.

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List your behavior assessment questions.

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