

# BNH Expert Software The ADVISOR Solution

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# Problem

Use Learning & Sales data to:

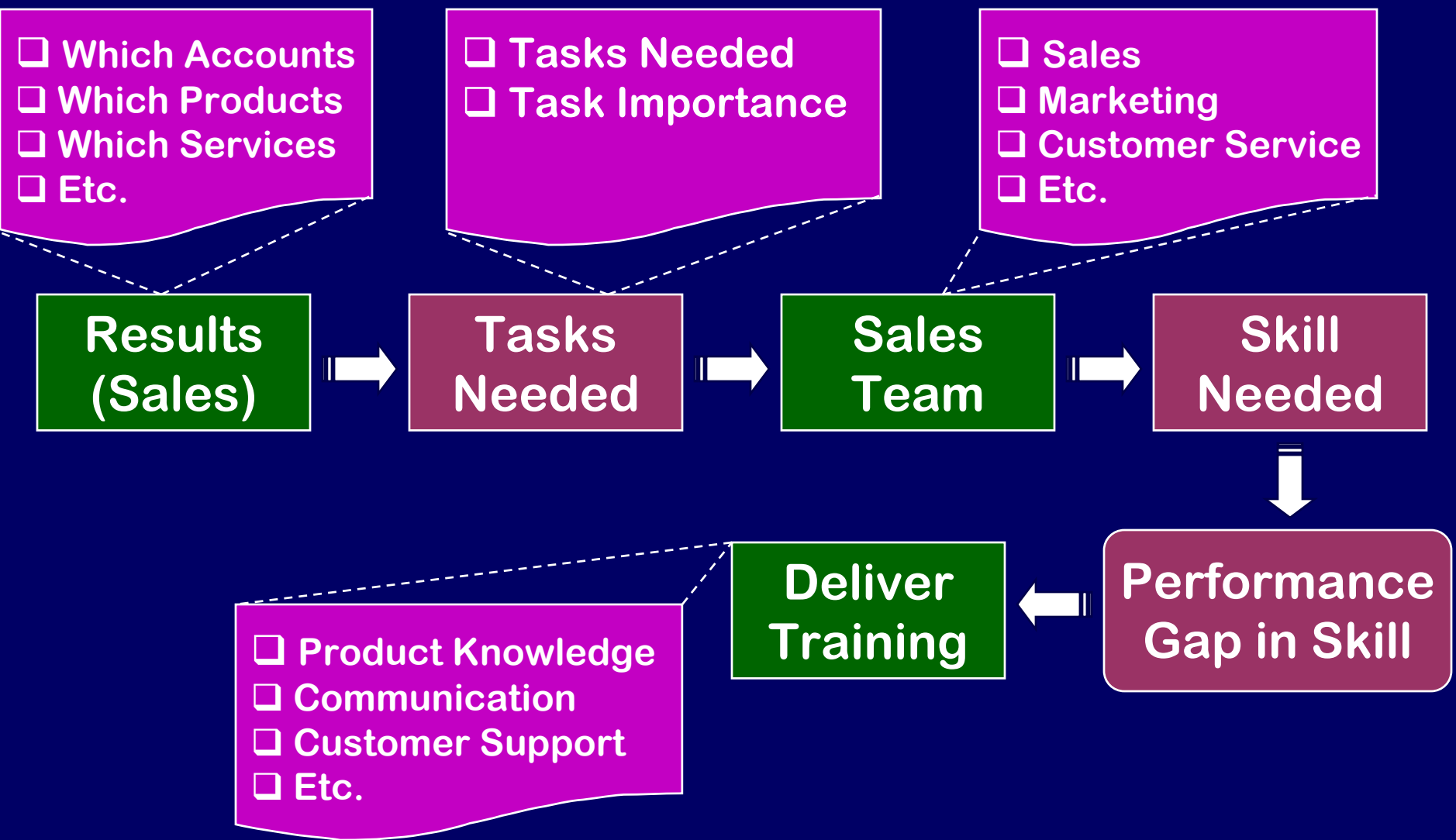
- Measure impact of learning on sales performance (Level 4)
- Find out if training initiatives are cost effective (ROI)
- Improve training to better meet organizational goals



# Perceived Relationship Between Training & Results



# Actual Relationship Between Training & Results



## ADVISOR Enterprise

Strategic Planning, Budgeting and Management Tool



An Internet/Intranet based decision support tool to help organizations plan and manage training budgets and resources from a central location and identify ways to run training programs more effectively & economically.



**1**

**Align Training with Organization Goals**  
Which goals are we trying to achieve?

**2**

**Improve Human Performance**  
How much does training impact the goals?

**How is ADVISOR Organized?**

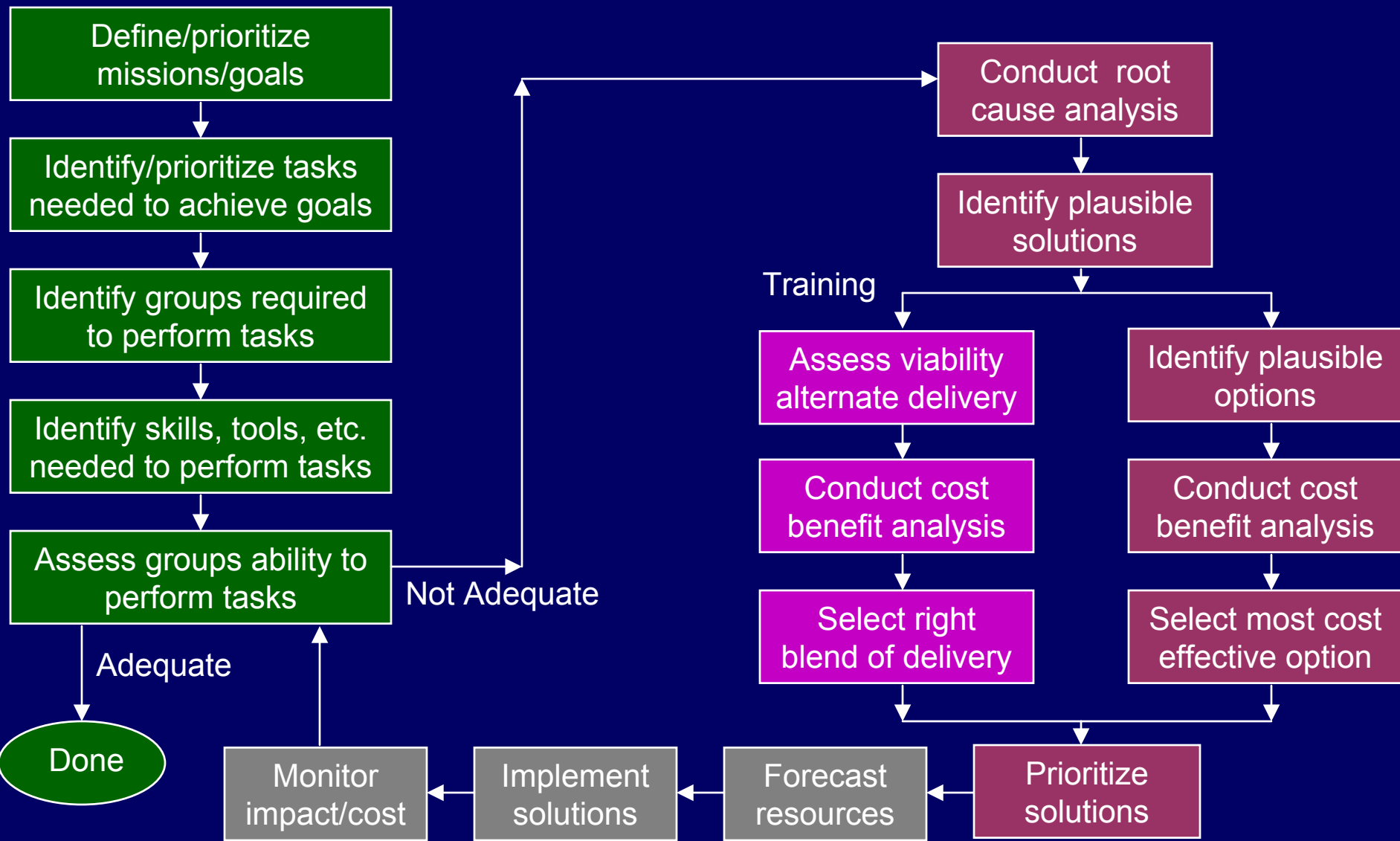
**3**

**Select Right Blend of Delivery Options**  
What is the best way to deliver the training?

**4**

**Manage Training Budgets & Resources**  
Are we making the most out of budgets & resources?

# How ADVISOR Enterprise works



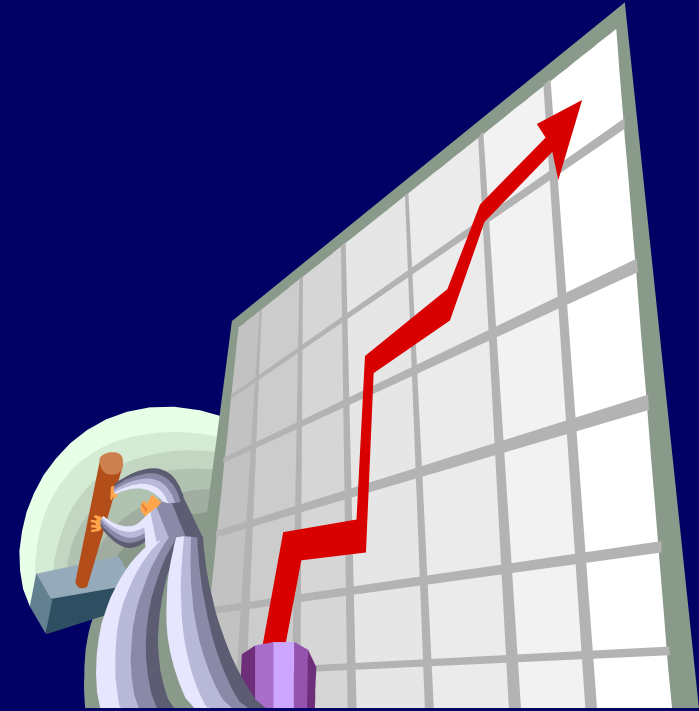
## Conclusions - ADVISOR Enterprise can help you:

- Measure impact of learning on performance (Level 4). Establish clear links between:  
Goals ... Training Activities

- Determine ROI of training activities – i.e., find out if training activities are cost effective.

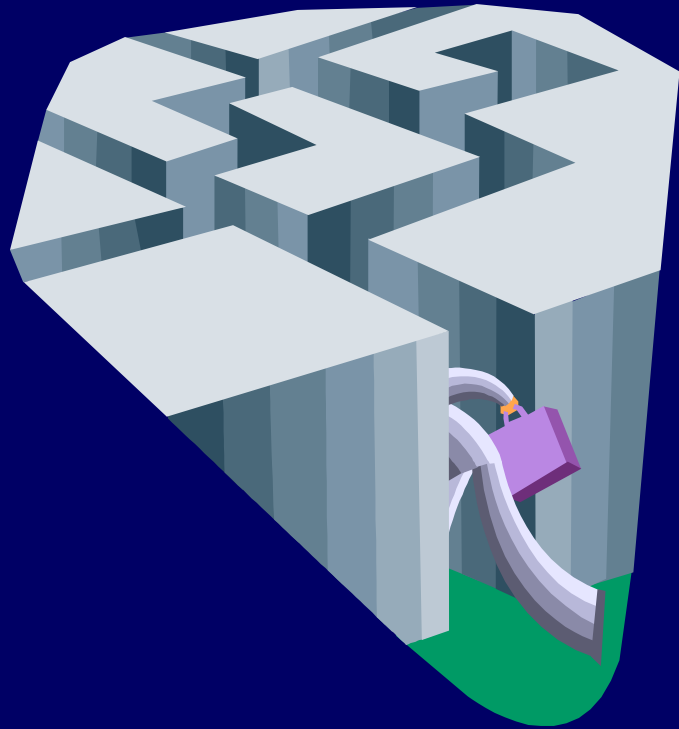
- Increase impact of training:

- Focus on most critical initiatives
- Select right blend of delivery options
- Consider multiple what if scenarios





**Don't leave your training investment to chance!**



**Demos & white papers at  
<http://www.bnhadvisor.com>**

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