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360 Degree Feedback and Development Planning – Online **Instructor-Led Sales Training**

Course Overview:

Would you like to really develop professionally, but aren't quite sure where to begin? One of the most effective tools for dramatic behavior change is the ability to receive candid feedback from those we work with (one's managers, peers and/or direct reports). This program combines the use of an online 360-degree feedback guestionnaire and virtual workshop with individualized telephone coaching from the facilitator. You will be able to clearly identify your strengths and development needs and create an individualized Development Plan for your own professional growth.



NOTE: This class is structured differently as follows:

Participants identify managers, peers and/or direct reports who will complete an anonymous 360-degree guestionnaire and can type in specific feedback and input as they choose. Participants will receive a confidential summary of their 360-degree feedback. Participants as a group will receive an instructor led general overview of their report that includes how to interpret the results, what the numbers mean, etc. Then each participant receives a one-on-one 45-minute personal coaching session with the facilitator.