

# How to use our custom made canvas

## JOBS TO BE DONE



- What are the main objectives?
- What do you want to improve?
- What do you wish to accomplish?
- What successes in the next month can you expect? And the one after that?
- What will it bring to the business to achieve this objective?
- How will you know that the organisation has achieved this goal?
- What are your deadlines for implementation?
- What do you expect from us to achieve these objectives?

## ENTERING BEHAVIOR - PITFALLS



- What could prevent us from being successful in this training?
- What is it up to you to make these trainings reach their goals?
- What could make these trainings useless? How can we avoid it?
- What threats have you already identified? What are the ones you fear?

## PRACTICAL CONCERNS



- For security reasons, are certain tools blocked or prohibited?
- On site, do we have access to your Wifi?
- Are you used to certain tools for working remotely?
- What are the dimensions and layout of your classrooms?
- Can we have access to the rooms at least 30 minutes before the beginning of the training?

In order to fully understand your needs, we facilitate our first meeting by following the model presented below. This model allows us to align ourselves with the scope of your dream future and, in the long run, to offer you both efficient and personalized support.

## PEOPLE TO TRAIN



- Who are these trainings for?
- How many people are concerned by these trainings?
- What do they want to learn?
- What do they want to achieve with this learning?
- What could positively surprise them in our training?
- What problems do these people encounter?

## SATISFACTION MEASURE



- How do you measure progress towards your goals?
- What would make you say that the trainings were a success?
- What are the first changes you will notice compared to today once you have reached your goal? What else? Who is the first person who will realize what is happening? What will they notice? What will they say?

## GAINS GENERATORS



- What new opportunities do training courses open up?
- What could boost the results of these trainings?
- What could happen better?

## JOB TO BE DONE



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## PEOPLE TO TRAIN



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## ENTERING BEHAVIOR - PITFALLS



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## SATISFACTION MEASURE



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## PRACTICAL CONCERNS



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## GAINS GENERATORS



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