

Talent Feedback Workshop

It is not enough to simply know what your strengths are; you have to commit to using them regularly in order to develop them over time and increase your success. This commitment is a critical step in Turning Talent into Performance.

The Talent Feedback Workshop gives participants the opportunity to identify their unique strengths and create the actionable plan they need to use their strengths and grow them over time. Participants will design a detailed commitment plan they can use to hold themselves accountable for their own strength development.

No one understands talent better than our certified Talent Analysts who will blend one-on-one Personal Feedback sessions with highly effective talent training in this fully-customizable workshop that they will bring to you.

The purpose of this hands-on workshop is to:

- Help participants effectively recognize how their unique talents affect their performance and their long-term success.
- Provide participants with detailed feedback on their own strengths and weaknesses and discuss how these relate to their personal development goals.
- Give participants clear insight into the specific, actionable strategies that will maximize their strengths and increase their performance.
- Address any concerns or frustrations participants are experiencing.
- Help participants to better understand the talents of those with whom they work in order to more effectively work together.
- Bring everything to closure with a specific and personalized strength management plan.

“Perhaps some of the best training we have done. It is more customized and individualized than anything that you have done for us and I like the fact that when I was getting my own feedback, the Talent Analyst used my actual quotes from my interview, so you know it’s not ‘canned.’ Every salesperson or manager that I have asked has said nothing but great things about how their individual session went.” – Director of Sales

Investment:

2 service units for every 10 workshop participants

A talent assessment is required for every participant

Talent Feedback Workshop Includes:

Opening Group Session:

Brings salespeople and sales managers together and provides a deep-dive introduction into the concept of strength management.

One-on-one Personal Feedback:

These individual, 30-minute sessions provide each salesperson and sales manager with detailed feedback on their innate talents and allow for in-depth discussions of strategies that can be used to grow and develop their unique strengths.

Detailed Talent Summary and framed Talent Card certificate given upon completion.

Manager session:

Begins with an exercise that helps each manager to better understand their own management style, and then moves to a collaborative segment in which participants tackle real-life coaching challenges and build detailed coaching plans to develop their sellers.

Closing Group Session:

Includes all salespeople and sales managers. Designed to help each individual build their own detailed plan to maximize their own strengths and consider the resources they have on their team to support them.